

Monday October 14 1974
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THE TIMES

The poet who makes
his debut after
400 years, page 14

Tory backbench pressure grows or Mr Heath to quit as leader

Mounting Conservative pressure for the resignation of Mr Heath as party leader will be discussed today by the executive of the Tory backbench 1922 Committee. A demand for a personal statement may be demanded.

Personal statement may be demanded

George Clark
Political Correspondent

There is strong pressure that is being put on Mr Heath to resign the leadership of the Conservative Party. It is likely to be the subject of a meeting of the Conservative backbenchers' 1922 Committee in London today. Mr Heath's closest political advisers are denying yesterday reports that he has already decided to stand down. But he is making it clear that if there is a general feeling at Westminster and in the party at large that it would be better for the party if he resigned, he would do so.

What is disputed by Mr Heath's former political colleagues and his fiercest defenders is not that there is such a widespread demand, and that there is a new leader on whom the party could unite more effectively in the parliamentary elections.

Mr Edward du Cann, MP for Dorset and a former chairman of the Conservative Party, who is now chairman of the 1922 Committee, will have an important role to play in the coming election. Mr Heath's chief spokesman on backbench opinion.

Mr Heath's meeting, he will be talking to Mr Heath about the parliamentary situation and the Opposition leader has been in touch with Mr Heath's own assessment.

ment, after talking with many Conservative backbenchers, is that there will be a strong demand today for Mr Heath to make a personal statement as soon as possible.

Several senior backbenchers have let Mr du Cann know that the best course for Mr Heath is to state that he wishes to resign the leadership, so that the machinery for the election of a new leader can be set in motion.

There is one complication. The 1922 executive, it could be claimed, does not represent anyone at this time; a new executive has not yet been elected by the present body of Conservative backbenchers.

Thus the holding of the election of the leader might have to be held back until the MPs making up the new 1922 Committee have been elected to the new Parliament.

But if Mr Heath were to make a declaration, the way would be open for the party to assess the likely contenders and consider the shifts in policy which would have to be made under a new management.

Mr Whitelaw, chairman of the party and former Secretary of State for Northern Ireland, has so far been regarded as the front runner in any contest. It was clear yesterday, however, that many of the backbenchers who are demanding Mr Heath's resignation would not support Mr Whitelaw "because he is too prone to make miscalculations and does not have the political skill to be a leader," as one MP put it.

This same group would also not support Mr Prior, the former Minister of Agriculture and a friend of Mr Heath, because they think he is too closely associated with recent failures.

There is still much enthusiasm among party workers and a fair number of Tory MPs for Mr Whitelaw's honest and direct approach to politics; they believe he might have been more successful than Mr Heath in winning votes at the last election. Some of them have doubts, however, about his ability to win arguments with Mr Wilson in the Commons.

If Mr Heath goes, and this is the assumption which most MPs appear to be making, even



Mr Heath relaxing yesterday at the country home of Lord Aldington, in Aldington, Kent.

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past champions of Mr Heath, the contenders are almost certain to include Sir Keith Joseph, who recently caused a stir with his statements about the failures of the last Conservative Administration.

According to one backbencher, who wants Mr Heath to make a personal declaration of his position in the present week, Sir Keith has "given the party a new inspiration and philosophy which is true to Tory principles."

Other candidates, according to the soundings I took yesterday, could be Mr Carr, the former Home Secretary, and Mrs Thatcher, who made a big impact on the campaign at Conservative Central Office two weeks ago with her declaration on mortgages and housing.

These are probably early days to rule anyone out, but it seems

unlikely that Mr du Cann himself would be a runner. The most intriguing suggestion is that Sir Christopher Soames, the commissioner in charge of foreign relations of the EEC, may be persuaded to leave Brussels to return to politics at Westminster as the new Conservative leader.

Sir Christopher, a son-in-law of Sir Winston Churchill and a man of strong convictions and great debating skill, would certainly bring new life to the Conservative Party. His chief handicap is that he has been away from politics at Westminster for eight years, and is not known by many of the Conservative backbenchers.

Those who have seen Sir Christopher answering questions at the European Parliament know that he still has a tough

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Mr Christopher Soames may return to British politics

David Spanier

Mr Christopher Soames' return from the EEC in Brussels to active politics in Britain is expected shortly. Long before the election he was "reached by the most senior advisers in the Conservative Party who urged him to leave post in Brussels and join election campaign. In the 'math of the Conservatives' at this invitation seems likely to be renewed.

Sir Christopher has never used his ambition to return to Westminster. He feels more at home in politics, with its cut and thrust and its network of friends and London clubs, than elsewhere.

His decision to decline the invitation to stand in the last year was very hard one, he has pondered it for some time. It was not due to lack of a good seat to fight.

There were two reasons why he decided to stay in Brussels. He was vice-president of the EEC commission responsible for external relations and wide responsibilities and

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has something of the cachet of being foreign minister for the European Community. First, he is determined to see the "renegotiation" launched by the Labour Government through to a successful conclusion.

Sir Christopher is a passionate European, which was the reason why Mr Wilson appointed him ambassador in Paris in the first place, after he was defeated in the general election of 1966.

He felt, and may still feel now, that his overriding task is to help to secure the kind of terms in Brussels which will enable a Labour Government to recommend that Britain stays in the Community. Not to see the job through would be a denial of everything he has worked for in the past eight years.

The second reason for deciding not to return, though it

has never been voiced by Sir Christopher himself, was thought in political circles to concern his relations with Mr Heath. The two men have worked together for a long time but they are very different in style and in their approach to politics.

Sir Christopher might have felt that to leave Brussels and go back to Tory politics just before the election would have been embarrassing.

After the election, whether the Conservatives had won or lost, things were bound to look different. Sir Christopher had decided that as soon as the negotiations were over, which was likely to be at the end of this year or in the spring, he would leave Brussels, in the hope of getting back into Parliament one day.

The opportunity of succeeding to the presidency of the Commission, it being Britain's "turn" next year, did not tempt him, at least so long as a Labour Government in Britain was so equivocal in its attitude to the European Community.

Mr Wilson to outline priorities tonight

By George Clark
Political Correspondent

Mr Wilson will make a broadcast tonight in which he is expected to indicate what the Government intends to do about inflation.

Details of changes in the method of collecting corporation tax and of some relaxation of tax burdens will obviously have to await the Budget which Mr Healey, Chancellor of the Exchequer, is preparing for introduction on November 5.

After his narrow election victory Mr Wilson is not likely to be jubilant about the parliamentary situation. When Labour has provided two chairmen as deputies to the Speaker, his overall majority will be one. He may seek the help of the Scottish and Welsh nationalists in return for speedy action on devolution.

Although Mr Wilson and Mr Wedgwood Benn, Secretary of State for Industry, indicated on Thursday night that there would be no holding back on nationalisation, there is every sign that the Government will

wait to see how the parliamentary balance settles before going ahead.

The first objective will be to help industry and to stimulate exports. The first of the nationalisation measures, which is likely to bring the nationalists behind the Government, will concern land for development.

Mr Heath, as Leader of the Opposition, will have the right of reply in a broadcast tomorrow in which he should give the first public sign of how he regards his own future as Leader of the Conservative Party.

Later in the week Mr Wilson hopes to have talks with the Confederation of British Industry and the TUC at separate meetings, but dates have not yet been fixed. The Cabinet will meet tomorrow.

Only a few government changes are likely, and Mr Wilson will probably announce them towards the end of the week. It is expected that Mr Mellish, who has been Labour Chief Whip for six years, will get a new job, probably in charge of housing and development.

Leathrow dispute continues with 175 flights halted today

Alan Hamilton
Our Staff

British Airways' domestic European services from Heathrow airport, London, will be disrupted again today after representatives of 3,500 airline crew staff voted yesterday to continue their work-to-rule.

domestic and European services were cancelled yesterday and the 175 flights scheduled to go out up to 4 pm have also been abandoned. British Airways advised passengers to make alternative arrangements, although many went to the airport found no staff working.

Mr Edward Mackenzie, the ASTMS official handling the dispute, is to meet British Airways management today to ask them to allow all staff into work; if they agree, Mr Mackenzie will urge the supervisors to lift the work-to-rule so that talks on their claim can proceed.

The supervisors, who work at the airline's engineering and maintenance base, decided to continue their action by a unanimous vote at a mass meeting at which about 300 of the staff involved were present.

British Airways said that flights operated by its overseas divisions were continuing normally.

hope of the work-to-rule being lifted until management allowed the supervisors to go to work.

British Airways denied imposing a lockout; all staff arriving for work were being asked if they were prepared to work normally, and if they said no were being sent home. Some staff working normally were being allowed to carry out their normal duties.

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West End mail uncollected as workers stay at home

By a Staff Reporter

The 24-hour post boxes in Trafalgar Square were sealed yesterday and all collections within West Central London cancelled when not a single postman, out of a required 150 men, volunteered for Sunday overtime work in the area.

As elsewhere in London, the WC2 area is suffering from a chronic staff shortage. There are 176 vacancies for postmen and sorters in a full establishment of 804, a shortage of 22 per cent. In London as a whole there are 3,700 vacancies in an establishment of 27,000, a 14 per cent shortage.

There is no special reason why no men volunteered for overtime work yesterday, the Post Office said. Sunday work has always been arranged on a volunteer overtime basis. The men had probably simply had enough overtime work during the week because of the staff shortage.

The Post Office hopes to resume collections in the West Central area today. However, deliveries to the 19,000 private and business addresses in Holborn and Bloomsbury will in-

evitably be affected by yesterday's lack of collection. There is already a backlog of 400,000 letters mostly awaiting delivery within the area, though some are on their way to other destinations.

Recruitment has been improving in outer London, the Post Office says, but in inner London "the situation is as bad as ever, if not worse." The WC2 area, where postmen have been hit in the news of late, has a 24 per cent staff shortage and the City, EC1-4, is about as bad.

A postman's basic wage in inner London is £38.45 a week, including an inner London allowance of £242 a year. The Post Office has just offered all postal workers an increase of 19.9 per cent in the allowance, bringing it up to £441. Outer London postal workers have been offered an increase of £164 on their £118 allowance, raising it to £282.

This offer is being considered by London branches of the Union of Post Office Workers, whose executive has recommended its acceptance. A decision is expected by October 30.

Fourth Catholic is found dead in Belfast

From a Staff Reporter

The fourth Roman Catholic to be murdered in Belfast within 48 hours was found lying in a quarry in the hills to the north of the city yesterday morning.

A motorist discovered the body of Clarian Murphy, aged 17, near the main road to Belfast airport, and only 100 yards from the place where Senator Paddy Wilson, a Roman Catholic member of the Social Democratic and Labour Party, was stabbed to death with a woman companion last year.

Mr Murphy, of Strathroy Park, Ardoyne, had been severely beaten before being shot repeatedly.

In the previous two days, a Roman Catholic was shot in the head in the docks area of Belfast, another murdered in Carrickfergus, and a third was killed by gunfire in the north of the city.

A man was charged at Carrickfergus yesterday with the murder of Mr Michael Patrick McKee, aged 19, of Carrickfergus. He was remanded in custody to appear at Belfast Magistrates' Court today.

Angola rebel leader orders suspension of fighting

Luanda, Oct 13.—An agreement to suspend hostilities in the near future concerning independence for our country," Mr Roberto said. "Above all, the suspension will allow the FNLA to open an official mission in Luanda very soon, and missions throughout Angola later."

The possibility of operating legally throughout the territory will enable us to explain our position concerning the white minority, towards which we hold no feeling of hatred or racism.

We want to build a free, prosperous Angola together. He said his only regret was that "our brothers" in the rival Popular Movement for the Liberation of Angola (MPLA) were split by "internal dissension and questions of bureaucratic and administrative procedure that can only benefit the enemies of independence and peace in Angola."

He hoped trouble in Angola would not arise from the internal troubles of the MPLA. He

appealed to the FNLA's armed forces and urban commandos to suspend hostilities in the hope "that the Portuguese Government will honour its engagements."

Mr Roberto emphasized that he was asking for suspension of fighting rather than a ceasefire, and expressed the hope that suspension would lead to a final ceasefire and total independence—Agence France Presse.

Allez France, the winner of the Prix de l'Arc de Triomphe, will run in the Champion Stakes at Newmarket on Saturday. Her owner, Mr Daniel Wildenstein, has reversed his earlier decision to rest the filly for the remainder of the season. He hopes to fulfil his ambition of winning a race in Britain with a horse trained in France.

Michael Phillips, page 9

Allez France for Newmarket

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Michael Phillips, page 9

Rockefeller apology for book incident

From Peter Srafiord
New York Oct 13

Mr Nelson Rockefeller, the vice-President designate, has now admitted that he knew about the highly derogatory book that was specially written about Dr Arthur Goldberg, his opponent in the 1970 election for Governor of New York State.

He said yesterday that he "assumed full responsibility for the whole regrettable incident." He had sent a telegram to Dr Goldberg, in which he offered his "sincere, and unqualified apology, and conceded that he should have stopped publication of the book."

This admission by Mr Rockefeller is a reversal of his previous position, and one more damaging factor in his pursuit of approval from Congress for his appointment as vice-president.

On Friday night he released a list of gifts to friends and political associates. They came to a total of \$1,972,078 (\$821,657) over the past 17 years. The list of 26 names included Dr Henry Kissinger, the Secretary of State, and Dr William Roman, the chairman of the Port Authority of New York and New Jersey.

In his covering letter, Mr Rockefeller wrote: "There was nothing illegal or immoral about either the gifts or the loans." He said that all the gifts had been fully reported to the tax authorities, and paid on them—a total of \$840,000.

"Throughout my life, I have made loans and gifts to friends and associates to assist them in meeting the kind of human pressing needs which all people have from time to time—problems such as severe illness and medical expenses, marital problems, education of children, problems of relocation..."

This is not the way things look to suspicious congressmen and others, however, especially after the disclosure of the New York Times comments today: "Rockefeller benefactions to federal officials and to newspaper and magazine writers are aspects of 'private government' more appropriate to Florence in the days of Lorenzo the Magnificent than to democratic America."

Mr Rockefeller seems only dimly aware of the potential dangers that lurk in the inevitable overlaps in the interests of government and of private interests as far reaching as those of the "Rockefellers."

So far, the most critical comments have come from Democrats. But even some of Mr Rockefeller's closest supporters are saying that he has much explaining to do. It seems clear that more information will be demanded by Congress on the workings of the Rockefeller interests.

Some people in Congress are saying that the list of gifts published on Friday does not give the whole picture. Congressional investigators are trying to find out more about the family's activities as a whole.

Even the list of names raises questions. Most of them were employees of New York State or on Mr Rockefeller's staff when he was Governor.

Dr Kissinger reaches understanding with Israel on peace steps

From Bernard Gwentman
Riyadh, Saudi Arabia, Oct 13

Dr Kissinger, the American Secretary of State, said today that he had reached agreement with Israeli leaders on "the principles and procedures" that might be followed in the next round of Arab-Israeli negotiations towards a Middle East settlement.

In a statement made in Tel Aviv before flying to Saudi Arabia to see King Faisal, Dr Kissinger provided no further details on this apparent understanding reached during talks last night and this morning in Jerusalem with Israeli leaders.

However, journalists on board his aircraft were told that the "principles" would provide essentially that any agreement between Egypt and Israel or between Jordan and Israel would have to include further territorial concessions by Israel to the Arabs in return for political moves by the Arabs that would improve Israel's security.

The principles have been stated before by both Israeli and American officials as the logical goals of the next stage of the negotiations. The reason Dr Kissinger publicly declared that such an "agreement" had been achieved with Israel was not so much to state a fairly obvious fact, but to remove doubts in the minds of some Arab leaders that Israel genuinely wanted to negotiate further steps towards a settlement.

After reviewing the situation in the Middle East with King Faisal—and it was thought inevitable that American concern about oil prices would also be mentioned—Dr Kissinger was to fly to Cairo. There he will meet President Sadat again tomorrow to discuss the results of his talks in Syria, as well as in Jordan and Syria. Dr Kissinger began his second day Middle East trip last Wednesday in Cairo.

Although Dr Kissinger has said that he has been "encouraged" by the progress achieved so far on this trip, reporters were told that he had found the situation in the Arab world much more complicated than he had expected when he left Washington last Tuesday night.

Several Americans in his party expressed the view that any definite announcement about the next stage of the

talks, and how they would be carried out, would have to wait until the meeting in Rabat, Morocco, on October 26 of the Arab heads of state.

Apparently, President Sadat, the main political figure in the Arab world in favour of negotiations, wants to secure the endorsement of the other Arab leaders for the next round of talks.

Moreover, Jordan must receive the approval of the other Arab leaders before it will engage in negotiations with Israel about the future of the West Bank of the Jordan river, now occupied by Israel. There are those in the Arab world who believe that the Palestine Liberation Organisation is entitled to negotiate about the West Bank.

Dr Kissinger may well have worked out preliminary understandings with Mr Sadat and King Husain, but detailed talks on the substance of the next round will probably have to be delayed.

Because of this likely delay, Dr Kissinger is now contemplating a return trip to the area after his visit to the Soviet Union, India, Pakistan and several other countries, which are due to begin on October 21 and end about November 6.

In Jerusalem Dr Kissinger, who seemed recovered from his stomach troubles of yesterday, met Mr Rabin, the Israeli Prime Minister, and other key officials, such as Mr Allon, the Foreign Minister, and Mr Peres, the Defence Minister.

"We discussed what progress can be made towards peace and a settlement in the middle East," Dr Kissinger said at Ben-Gurion airport before leaving for Riyadh. "We agreed on the principles and procedures that might be followed." He said that "the general tone and content of the discussions were, as I pointed out, harmonious."

At the same time that Dr Kissinger flew to the Saudi Arabian capital Mr Sisco, Under-Secretary of State for political affairs, and Dr Kissinger's chief Middle East adviser, flew to Amman, to brief King Hussein about the talks with Israel.

New York Times Service. Eric Marsden writes from Jerusalem: Dr Kissinger left Jerusalem on Friday.

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Mr Ford's popularity hits a record 21-point decline

New York, Oct 13.—President Ford's popularity has slumped a record 21 points since he took office, with only half the country approving his performance, according to a Gallup poll published in The New York Times today.

The decline was the sharpest Gallup had ever recorded in presidential popularity over so short a time. The poll was conducted three weeks after Mr Ford granted former President Richard Nixon a pardon for possible Watergate offences and before he presented his economic programme to Congress.

A week after Mr Ford assumed office on August 9, a Gallup poll showed that 71 per cent of the country approved his performance in office, while 29 per cent disapproved. In the latest poll, 50 per cent approve, 28 per cent disapprove and 22 per cent have no opinion.

The pardon was the chief cause of Mr Ford's decline in popularity, and the nation's economy was another important factor, according to the polling organization.

A special poll taken just after the pardon found the public opposed to it by a two-to-one margin.—Reuter, AP.

President Ford faces Republican rout, page 7

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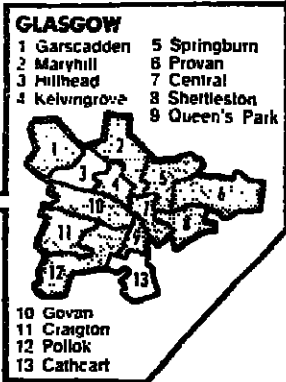
A guide to the new political face of Britain

SCOTTISH BURGHS

30 SEATS

The number before each name shows its position on the map

- 1 Aberdeen
- 7 Coatbridge & Airdrie
- 2 Dundee
- 5 Edinburgh
- 10 Glasgow
- 8 Greenock & Port Glasgow
- 3 Kirkcaldy
- 4 Motherwell & Wishaw
- 9 Paisley
- 6 Stirling, Falkirk & Grangemouth



WELSH BOROUGHS

10 SEATS

- 128 Aberdare
- 130 Cardiff
- 127 Merthyr Tydfil
- 126 Newport
- 129 Rhondda
- 131 Swansea

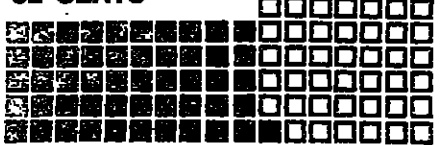
NORTHERN IRELAND BOROUGHS

4 SEATS

- 11 Belfast

LONDON BOROUGHS

92 SEATS



ENGLISH BOROUGH CONSTITUENCIES OUTSIDE LONDON

212 SEATS

The number before each name shows its position on the map

- 29 Accrington
- 85 Aldridge & Brownhills
- 53 Altrincham & Sale
- 39 Ashton-under-Lyne
- 64 Barnsley
- 25 Barrow-in-Furness
- Basildon
- 106 Bath
- 61 Batley & Morley
- 52 Bebbington & Ellesmere Port
- 51 Birkenhead
- 90 Birmingham
- 28 Blackburn
- 26 Blackpool
- Blaydon
- 12 Blyth
- 35 Bolton
- 48 Bootle
- 122 Bournemouth
- 55 Bradford
- 58 Brighouse & Spenborough
- 120 Brighton
- 105 Bristol
- 30 Burnley
- 36 Bury & Radcliffe
- 95 Cambridge
- 16 Carlisle
- 103 Cheltenham
- 111 Chertsey & Walton
- 74 Chesterfield
- 112 Christchurch & Lymington
- 91 Coventry
- 47 Crosby
- 23 Darlington
- 76 Derby
- 62 Dewsbury
- 69 Doncaster
- 83 Dudley
- 42 Eccles
- Epsom & Ewell
- 99 Eton & Slough
- 108 Exeter
- 124 Fareham
- Farnworth
- 17 Gateshead
- 117 Gillingham
- 104 Gloucester
- 113 Gosport
- 72 Grimsby
- 86 Halesowen & Stourbridge
- 57 Halifax
- 21 Hartlepool
- 118 Hastings
- 114 Havant & Waterloo
- 119 Hove
- 63 Huddersfield
- Ince
- 96 Ipswich
- 19 Jarrow
- 56 Keighley
- 70 Kingston-upon-Hull
- 60 Leeds
- 92 Leicester
- 44 Leigh
- 73 Lincoln
- 50 Liverpool
- 97 Luton
- 40 Manchester
- Middleton & Prestwich
- 31 Nelson & Colne
- 78 Newcastle-under-Lyme
- 15 Newcastle-upon-Tyne
- 93 Northampton
- 94 Norwich
- 75 Nottingham
- Nuneaton
- 38 Oldham
- 100 Oxford
- Peterborough
- 110 Plymouth
- 68 Pontefract & Castleford
- 107 Poole
- 125 Portsmouth
- 27 Preston
- 59 Pudsey
- 101 Reading North
- Reigate
- 37 Rochdale
- 116 Rochester & Chatham
- 32 Rossendale
- 66 Rotherham
- 46 St Helens
- 41 Salford
- 65 Sheffield
- Solihull
- 123 Southampton
- 115 Southend-on-Sea
- 33 Southport
- 18 South Shields
- Spelthorne
- 54 Stockport
- 77 Stoke-on-Trent
- 43 Stretford
- 20 Sunderland
- 89 Sutton Coldfield
- 102 Swindon
- Teesside
- Thanet
- Thurrock
- 109 Torbay
- 14 Tynemouth
- 67 Wakefield
- 49 Wallasey
- 13 Wallsend
- 81 Walsall
- 84 Warley
- 45 Warrington
- 98 Watford
- 82 West Bromwich
- 34 Wigan
- 80 Wolverhampton
- 88 Worcester
- 121 Worthing
- 71 York

Abbreviations in Sheffield

B—Brightside

A—Attercliffe

H—Hillsborough

P—Park

Na—Hallam

Ho—Heeley

Abbreviations in Manchester

B—Blossfield

Op—Oldham

C—Central

A—Arndwick

G—Gorton

M.S.—Moss Side

Wn—Withington

Wy—Wythenshawe

Abbreviations in Liverpool

Wn—Walton

W.D.—West Derby

K—Kirkdale

S.E.—Scotland Exchange

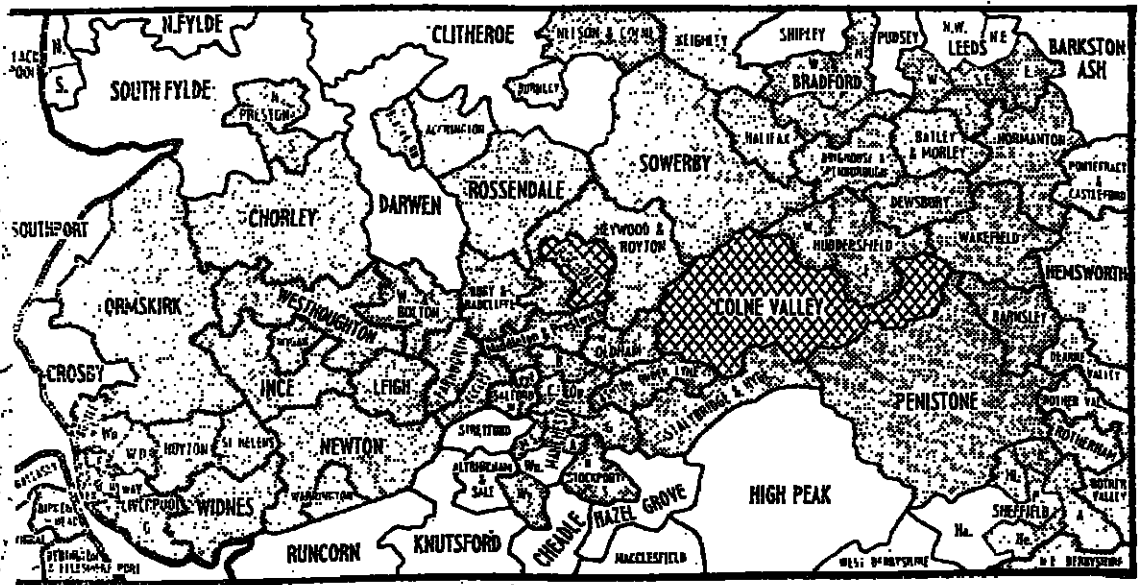
E.H.—Edge Hill

Ww—Wavertree

T—Toxteth

G—Gerston

5 LANCASHIRE AND SW YORKSHIRE



LONDON BOROUGHS



Abbreviations in S Lancashire & SW Yorkshire

D VAL—Deane Valley

FA—Fairweather

H & R—Heworth & Royton

M & P—Middleton & Prestwich

NORM—Normanton

S & H—Straybridge & Hyde

Abbreviations in Monmouth area

A—Aberdare

B—Bridgend

E—Ebbw Vale

P—Pontypool

- Labour
- Conservative
- Liberal
- Scottish National
- Plaid Cymru

- Independent
- United Ulster Unionist Parliamentary Coalition
- Social Democratic and Labour Party

Abbreviations in London area

- B—Barnet
- C & A—Chesham and Amersham
- E.F.—Epping Forest
- H & B—Hendon and Gillingham
- P.S.—Reading South
- S.E.—South East Essex
- S.W.—South West Hampshire
- W & H—Waltham and Hatfield

HOME NEWS

Youth career service faces collapse if unemployment rises

By Tim Devlin
Education Correspondent

The recently streamlined careers advisory service for young people is so short of trained officers that it is likely to break down if there is a rise in the number of unemployed.

The service, for all young people outside the universities, was made the sole responsibility of the education authorities under the Youth Employment Act, 1973, which took effect last April. Previously responsibility had been shared with the Department of Employment.

Mr Ray Hurst, secretary of the Institute of Careers Officers, said that Northumberland, Cumbria and North Tyneside, areas traditionally the worst affected when unemployment began to rise, had not yet been able to set up the service at all because they lacked trained careers staff.

Elsewhere, he said, the service was stretched to breaking point, being at least 400 officers or a fifth under strength on the most conservative estimate. It would be undermanned for at least another four years.

At present each officer had a case load of 40 children aged 14 to 16. They could not begin to handle the hundreds of thousands of students in the colleges of higher and further education on day-release courses and at night schools, whom they are also responsible for under the Act.

Mr Hurst told me during the institute's annual conference at Torquay last weekend: "Last year was an artificial year because of the raising of the school leaving age. This meant that a large number of 16-year-olds who would have gone on the dole had to stay on at school."

"This year the position could

be very serious and we will not have the trained staff to find them jobs, to advise about training schemes, and to keep them off the streets and away from hooliganism and crime."

Mr Colin Thompson, another careers officer, referred to a warning given by Mr Wilson, the Prime Minister, on election night, that the country was facing the gravest threat of high unemployment since 1931.

Mr Thompson said: "There are already more young people out of work in South-East London than there were at the time of high unemployment in 1971. As soon as unemployment begins to rise it is always the young people, the school leavers and apprentices, who get worst."

Sir Lionel Russell, chairman of the Youth Employment Service Training Board, said that only half the 2,200 careers officers had been given the one-year training course at polytechnics and universities.

This year's output from the colleges would be 300, and would rise to 400 by 1976, and 500 by 1978. But he said: "This will not really give us much better staffing standards. Although it will bring the force up to more than 3,000, so far as 14-year-olds and over are concerned, the birth rate is still going up, and will not start declining for some years."

Mr Vyvyan Abler, the institute's president, said: "The last Conservative Government fiddled about with the training Act. They did not make up their minds about it until too late."

"They did not give us enough time to get a proper effective service going last year. The specialist staff who could now be digging out the jobs and the isolated vacancies in the areas of highest unemployment."

Protestant groups discuss ways of stopping the sectarian killings

From Robert Fisk
Belfast

Officers in the Protestant Ulster Defence Association have been holding discussions these past few days to try to find a way out of the latest cycle of sectarian killings in Belfast.

Leaders of the Ulster Volunteer Force, the second largest Protestant private army, have been doing much the same because both are faced by growing internal dissension which has already forced one of the organizations to give a warning that a "Provisional" group of "loyalist" extremists could go on the rampage.

Eight Roman Catholics have died in the past four weeks, almost certainly the victims of loyalist assassination squads, and at least two Protestants have been killed and several others wounded. A Roman Catholic priest has been wounded outside his church, a Protestant shot in the head beside a railway embankment, and a Roman Catholic amateur footballer sprayed with gunfire on his way to work in the Belfast docks.

This weekend alone there have been four similar killings. Although the paramilitary leaders publicly condemn the murders, saying that the Protestant and Roman Catholic must live together, the Army and the police suspect that there are men in the UDA and UVF who know full well who is to blame.

Several of the killings are undoubtedly the work of the Provisional IRA, but the security forces believe that the leadership of the Protestant groups are in the anomalous position of publicly condemning, but privately allowing, the assassinations to take place.

Nearly a year ago, the UDA and UVF called a ceasefire in Belfast. It was a truce which broke down when the Protestant groups were attacked but which would, it was hoped, ensure an end to the continuing

sectarian warfare which had haunted Belfast since the summer of 1972, taking the lives of more than 200 Protestant and Roman Catholic civilians.

The Provisionals replied, saying that they would no longer shoot off-duty members of the Ulster Defence Regiment which is almost exclusively Protestant. The UVF sent some of its leading officers to meet Mr David O'Connell, of the Provisional Army Council.

This past month has witnessed the worst series of revenge killings since 1972 and in every incident the killers have been young, sometimes only teenagers. After nearly every shooting, an anonymous telephone caller has told local newspapers that it was the work of some scarcely heard of Protestant extremist group.

Some have said that they were members of the Ulster Protestant action group, others that they belonged to the "Young Militants". In every

case, the official loyalist private armies have been able to deny responsibility and to say that their truce was still intact.

In fact, younger members in their ranks have been chafing for many months at the UDA's and UVF's newly acquired interest in politics has got them nowhere. Indeed, Mr Ken Gibson, the UVF political spokesman, picked up fewer than 3,000 votes in the election last week as a loyalist candidate in Belfast West.

These dissatisfied young men, some of them former members of the notorious Tarran Gang which terrorized parts of East Belfast three years ago, have raised their voices in local meetings of the UDA and UVF. Only this summer, the UDF printed a statement in its magazine *Combat*, saying that it was in danger of a take-over by Protestants who were interested in neither politics nor peace. Some extremists, in fact, thought that they

should show their muscles from time to time, especially after the Provisionals had carried out another action.

After IRA bombings in May, for example, the largest car bomb attack in the history of the British Isles was unleashed on Dublin and Monaghan, killing more than 30 men, women and children. The UDA believes privately that the UVF was to blame and the Government has intervened a UVF officer suspected in planning the bombings.

After the murder of Judge Roger (Bory) Conaghan and Mr Martin McKelvey, the resident magistrate, in Belfast last month, the assassinations started again. There were heated exchanges between the UVF and UDA leadership, not least because one young Protestant gunman opened fire on a van full of workmen, some of whom were thought to be Roman Catholics, but one of whom turned out to be a Protestant UDA officer.

The UDA and UVF appear to have tacitly accepted a continuation of this sectarian campaign, if only to prevent their teenage members from usurping power.

The UDA says that it has received indirect word from the Government that no more loyalists will be released from Long Kesh while the sectarian shootings continue. Stormont sources say they know nothing of this, although it would not be surprising if ministers have told loyalist politicians that the murders will have to stop before the gates of Long Kesh are opened.

Who will give way first is a matter of speculation. But if the UDA and UVF are ignorant of the murders, and if they really wish to bring the campaign to an end, then up to now they have possessed much less internal discipline than the public had thought. The IRA, of course, have much less accurate. They long ago learned to talk to the loyalists while killing Protestants at the same time.

1,200-year-old tradition that began in Roman Britain revives to produce wines of quality English vintages, scorned at home, in demand abroad

By Diana Geddes

A repeat order from Paris for a couple of cases of chateau-bottled Hambledon has just come to Sir Guy Salisbury-Jones's vineyard in Hampshire.

Orders from France have also been received by a Kentish vineyard, which is still the laughing stock of the British public, is increasingly sought after by connoisseurs abroad, especially in the United States, Australia, Canada and Japan.

There are now about 40 commercial vineyards in the country and they tend 385 acres of vines from Lincolnshire in the north to the Isle of Wight in the south, and from Cornwall in the west to Suffolk in the east. Most of them have begun making grape wine within the past five years.

Ten years ago no more than 1,500 bottles of English wine were produced. This year 120,000 bottles are expected and there would have been much more if it had not been for the very wet beginning of July which, in some cases, has halved this year's expected bumper crop. These thousands of bottles are still a drop in the ocean, however, in comparison with the 100 million bottles of British wine produced last year.

There is a whole world of difference between English wine, which is grown, fermented and bottled in this country, and British wine, which is made from an imported grape juice concentrate, and is mostly made into port or sherry rather than table wine. One bottle in five of all types of wine drunk in Britain is a British wine.

Much of the prejudice against English wine is felt to come from its association with the relatively cheap, largely low-quality British wines. English wines, which are mostly light, dry, white wine although some rosé is also produced, are of medium to good quality, selling at £1.20 to £1.80 a bottle.

At a reading organized by the English Vineyards Association at Christie's in London, six unlabelled English wines and six unlabelled white German and French wines in the £1.50 to £2 price range, including many well known names such as Blue Nun, were presented to wine writers and connoisseurs. Most were unable to distinguish between the English and Continental wines and many placed English wines at the top of their preference lists.

Mr Jack Ward, chairman of the English Vineyards Association, said: "I do not think we shall ever produce a Chateau Latour, but we can produce a good wine. Our climate, awful though it is, is no problem. We can overcome the bird problem, which is bad in England. We can just about absorb the



Mr Graham Barrett and his wife Irene pick Madeleine Angevine grapes at their 10½-acre vineyard near Felstead, Essex. In good years—this has been poor—he can make £900 an acre.

heavy duty imposed by the Government. But it is the acceptance by the public and by the trade that is the really dodgy issue."

English wine is by no means a twentieth-century innovation. It was produced for more than 1,200 years in this country from AD 280, when the Emperor Probus first authorized Britain to make its own wines, until the dissolution of the monasteries in the sixteenth century. All monasteries cultivated vineyards in order to produce communion wine. The nobles had abandoned their vineyards in the twelfth century after the marriage of Henry II to Eleanor of Aquitaine had started a steady flow of claret from Bordeaux to Bristol.

The last war gave many soldiers a taste for wine, and a few experimented with small private vineyards on their return. The first commercial vineyard was opened by Sir Guy Salisbury-Jones in 1952. But it took another decade before others began to realize that there was no good reason why they too should not produce English wine.

Mr Ward says almost anyone can become a viticulturist. An

awful lot is spoken about the amount of sun, the type of soil and the south-facing slope. But those are refinements. There are only two really important things: good drainage and protection from the wind. A vine needs only 150 days of about 10°C during its growing season.

It can grow on almost any type of soil, including chalk, as indeed all champagne vines are.

Viticulture is an intensive form of farming. About 2,000 vines are grown to an acre, which produce between two and four tons of fruit, depending on the year. One ton of grapes should produce 150 gallons or 960 bottles of wine. The average size of the English commercial vineyard is small, only about four acres. But on the Continent, where there are many cooperative wineries, they are often no more than half an acre.

Mr Graham Barrett, who owns a relatively large 10½-acre vineyard at Felstead, in Essex, estimates that it costs £2,500 to establish a vineyard during the three or four years before the vines are ready to bear fruit. That includes the cost of the trellis system (15 miles of wire to an acre are needed), netting

for protection against birds, fertilisers and sprays, but excludes the cost of machinery and his and his wife's labour.

His grapes are pressed, fermented and bottled for him by the Merrydown Wine Company or Hiram, Sussex, which operates the only cooperative scheme in England. Mr Barrett then markets his own wine, which retails under the Felstead label at £1.20 to £1.45 a bottle, of which about 40 per cent goes to Mr Barrett. He estimates that he makes anywhere from £200 to £900 an acre, depending on the year's harvest.

Last year's long hot summer ripened the wood well on which this year's flowers were to grow and a record crop was expected by all vineyarders. But the wet weather during the critical flowering period in early July produced coulure or failure of the flower to form fruit. Mr Barrett, who began picking this week, estimates that he has lost a fifth of his crop.

But Mr Nigel Godden puts the toll in his four-acre vineyard at Somers as high as a half. The popular Müller-Thurgau and Seyval Blanc grapes that he grows were both badly affected by coulure and he expects to produce only 4,000 to

5,000 bottles this year, compared with 10,500 last year. Mr Godden's Tilton Manor estate, bottled wine is reputed to be among the best in the country.

Farther east, in Kent, the vines flowered late and Mr L. Bates escaped the worst effects of the wet weather in his 1½-acre vineyard at Nutfield Green, Waterbury. But now he has been afflicted by grey rot or *Botrytis cinerea*, which gives a nasty taste to the wine and may reduce the crop by two-fifths. Harvesting begins next week and it is too late to spray the vines.

The English wine industry is still very much in its infancy, and producers are well aware that they have much to learn. Last year the first experimental research programme into vine-growing in Britain was begun at Wye College. But much more needs to be done. Mr Godden feels strongly that the 23p a bottle duty paid to the Government should go toward setting up an information service for wine producers. No other European wine-producing country pays such a duty to its government, save France, where it amounts to only about 1p a bottle.

Conveyance plan by US firm opposed

By a Staff Reporter

Lord George-Brown's plan to launch a company to promote the American style of property conveyancing in this country was described by a solicitor yesterday as "absolutely amazing".

Lord George-Brown has announced that later this month he will introduce to Britain Stewart Title (UK), a subsidiary of a big American conveyancing insurance company with headquarters in Houston. He hopes to break the monopoly of solicitors in property conveyancing and to halve the time and cost of the conveyancing process.

He has compared the solicitors' monopoly with the restrictive practices of trade unions, and argues that the Law Society is not above the law and cannot stop his company's operations.

The difference is that the land law system in the United States is much less intricate than here.

To establish land title in the United States you have to go back to the Spanish, French or English occupation, depending on the state. The shortest quest is in San Francisco, where you only have to go back to the earthquake. British legislation makes it unnecessary to delve further back than 15 years, unless no suitable title can be found in that period.

Mr Phyllis Newman, a Portsmouth solicitor who is on the national executive of the British Legal Association and is an expert on the legal implications of American "title insurance" conveyancing, said yesterday: "Today's news that Lord George-Brown is associated with one of the American companies concerned absolutely amazes us. For anybody to think that dealing with land in this country can be done as in America is crazy."

"The solicitors' monopoly is not like the restrictive practices of the unions, but like the monopoly of the medical profession, where you have got to have professional skill and mutual trust. The American system may seem attractive to laymen, but a lawyer can see the small-print traps and pitfalls."

The British Legal Association had a meeting with officials of the Department of Trade last Monday to express concern at the legal perils of the American system.

Mr Newman said: "We have evidence that that from being cheaper, the American system is dearer, misleading and potentially harmful to the point of being legally dangerous."

Nursery school grants rejected by councils

By Our Education Correspondent

The high hopes of both Tory and Labour governments of expanding nursery schools are beginning to be dashed by local authorities, particularly those in the counties, which cannot afford to take up their allocations.

Mrs Thatcher introduced a £34m programme in 1971 when she was Secretary of State for Education and Science. That was to make nursery schooling available to half the three to five age group by 1980. The Labour Government, which is carrying on the programme, hopes to improve it further and envisages an £85m programme to extend it to three quarters of that age group.

Last summer, the Department of Education and Science asked local authorities to give details by September of their plans to expand nursery schooling. Few have yet done so.

Kent education authority decided last week to accept only £260,000 of the £1.5m allocation to cover the two years 1974-76. The money will enable it to carry out only one-fifth of its programme for 110 nursery classes.

A spokesman said the authority had calculated that interest charges and the costs of paying teachers to run the classes each year would cost at least another £500,000. Under government orders the rest of the allocation is forfeit, and other authorities are free to take it up.

Somerset is unlikely to take up £118,000 allocation because it would have to find more than that to pay for teachers and equipment. Hampshire is likely to review its £500,000 allocation. Other authorities which are likely to take up only part of their allocations are Cornwall, Buckinghamshire, Devon and Shropshire.

One chief education officer of a big authority commented: "We are having to jettison everything we can to keep the ship afloat. Unfortunately, nursery programmes are one of the most jettisonable items."

Teachers' pensions: Hundreds of teachers who joined the profession after serving in the last war will have about £200 added to their pensions, bringing them into line with civil servants.

A working party of teachers and civil servants has agreed that teachers are to have half their war service counted towards their pension at a favourable rate. The agreement applies also to those who have retired.

Previously only teachers who could prove that they had been accepted by a training college before they enlisted could have their war service counted towards their pension.

There is likely to be strong pressure on the Government to include the same terms for the police force, the fire service, and many other local government employees.

Editor's warning of threat to press freedom

The Government's Employment Protection Bill, which is likely to become law within a few months, posed a serious threat to the freedom of the press, Mr Colin Brannigan, editor of the *Star* at Sheffield, said yesterday.

He claimed that the Bill favoured the closed shop, which would force editors to join the same union as their journalists and make them answerable to that union.

"The National Union of Journalists, which claims 28,000 members, has two clear intentions, which will be greatly aided by this Bill," Mr Brannigan told the Young Newspapermen's Association at Torquay.

One was to kill off the minority union, the Institute of Journalists, and establish a closed shop wherever possible. Secondly, he added, the NUJ wanted editors to become full

members and subject to union discipline.

"They dare to call this the Employment Protection Bill," Mr Brannigan continued. "Protection for some maybe, but sheer blackmail for others."

"I submit that, grossly unfair though this Bill may be to an unknown number of workers, it has even more sinister implications for society, because of the threat it poses to editors and press freedom."

Mr Brannigan, aged 37, editor of the *Star* for more than six years, pointed out that he is a former member and branch official of the NUJ.

"I view the union's lurch to the far left with alarm and suspicion," he said. "The left now appears to be in control of the union. If the left have indeed gained positions of power and influence in the Labour movement, as Lord Chalfont, Christopher Mayhew,

Eddie Griffiths and others believe, might not the press be the next logical target?"

Mr Brannigan said two amendments, one affecting the rights of minority unions and the other establishing the right to object to joining a union on religious, conscientious or "any reasonable grounds" were written into the Bill in July after Mr Harold Lever had been wrongly not through the division lobby.

In a government consultative document four weeks ago, he added, it was proposed to repeal the "unwise" amendments and to restore the provisions to their original form.

"The new Bill seems to me to mean that if newspaper managements give way to in-

dustrial pressure for a closed shop, pressure to which there will be no legal remedy, the editors will have to be full members of the union."

"Either that, or face the possibility of dismissal by their employers, without the legal right to compensation. An editor could be dismissed because his staff refuse to work with him after a dispute and take strike action costing the employer hundreds of thousands of pounds."

In a closed-shop situation, people will lose their rights if they disobey union instructions or act against the union's interests in the course of their duties."

Mr Brannigan added: "Once the editor is a full member of the union, there are no less than reasonable grounds to fear, in the longer term, that he will be subject not only to trade union discipline but to trade union pressure."

Teachers protest at being left out of allowance

Teachers at East Grinstead are protesting at not being given the £141-a-year London cost of living allowance that has been awarded to staff at schools in Crawley, 10 miles away. They point out that council houses are provided for teachers in Crawley, but not in East Grinstead.

Both towns are in West Sussex, close to the border of Surrey whose schools qualify for the extra money. Two Surrey schools, at Felbridge and Baldwins Hill, are within the built-up area of East Grinstead.

Teachers say that schools in the Surrey villages of Lingfield, Dornandale and Blidley are also to be paid more.

The five teachers' associations represented in East Grinstead, the Assistant Masters Association, Assistant Mistresses Association, the National Association of School Teachers, the Union of Women Teachers, and the National Union of Teachers, have received complaints and their members are considering drawing up a petition.

Under a three-tier agreement, teachers in Inner London are to get £350 a year more, those in the outer area £257, and those in adjacent areas £141.

Mr James Jones, a member of Mid-Sussex District Council who teaches at Sackville School, one of two comprehensive schools in the town, said: "East Grinstead is one of the most expensive areas in the country. It is certainly much cheaper in the west. Very few staff can afford to buy a house in East Grinstead."

West Sussex County Education Authority said there was little it could do to alter the situation. It was bound by the Burnham Committee decisions.

Town takes on new importance as hidden history comes to light

Although Nantwich, a market town in mid-Cheshire is not prominent in many tourist guidebooks it may soon become important for historians and archaeologists. According to Mr Rhys Williams, county archaeologist, three separate but coincidental operations being coordinated by the Cheshire County Council conservation group and Crewe and Nantwich Borough Council are making Nantwich "a very important town well worth further study".

Nantwich is one of the three Cheshire "wyches" mentioned in the Domesday Book. The word "wyche" means site of salt brine works. It has long been believed that that activity went on in Nantwich in pre-Roman times, but there is not much proof.

Building contractors working on the site for a new branch of the National Westminster Bank in the centre of the town recently found pottery fragments, pieces of sandals and other leather wear and animal bones and horns, some identified as second century and indicating the existence of a fortification or castle nearby.

Many items dating from between the thirteenth and eighteenth centuries have been recovered from a 30ft long trench. This week, a party of archaeologists from Manchester University is to make another 12ft deep dig in an adjoining area. Mr Williams believes that the expected discoveries will be of much importance in building up the pre-seventeenth century history of mid-Cheshire.

A detailed survey of the condition of the town's many timber framed Elizabethan buildings is also being made by the local authorities with a view to drawing up a scheme for preservation and conservation with the

Regional report

John Chartres
Nantwich

help of government funds. Most of the buildings in the old town centre, the whole of which is scheduled as a conservation area, date back to the late sixteenth century. The town was rebuilt after a disastrous fire in 1583. It received a gift of £2,000 from Queen Elizabeth I, and access to free timber in the Delameres forest near by.

Many of the timbered buildings were later "clad" with more fashionable Georgian or Victorian shells. Most of those used as shops have been deserted at ground level with modern and unsuitable frontages, and in many cases upper floors of buildings are left unoccupied and have fallen into disrepair.

About a tenth of the buildings in the conservation area were empty when an initial survey was made and planning officers are constantly finding perfectly preserved timber and wattle and daub walls behind layers of wallpaper and plaster. One planning officer estimated that a third of the buildings in the town centre were basically of Elizabethan timber structure.

A third project attracting interest is the restoration of two sets of almshouses, Sir Edmund Wright's dating back to 1638, and Mr John Crewe's built in 1767. The former, a block of six houses, was provided for poor men aged at least 50, natives of

the town and members of the Church of England, pledged against swearing, drunkenness, or the taking of a wife or harlot. It has been moved a quarter of a mile brick by brick and re-erected alongside the latter form a complex of sheltered housing which will be ready for occupation by old people next autumn.

Nantwich was originally known as Wyche Malbank. According to Mr George Orme, an historian, it has more than its average share of vicissitudes. Apart from the fire of 1583, it had a plague in 1587 in which more than 140 people died. There was also an outbreak of flux in 1596, introduced by a soldier returning from the Cadiz expedition, "by which a considerable number of people was cut off". A plague in 1604 cost 500 lives. There was also the civil war siege and numerous battles in the surrounding area in the 1640s.

Its past years appear to have been less eventful. The development of the canal system drew the salt industry away to the north of the county to Northwich. Until the local authorities' conservation programme began to show results, Nantwich was a somewhat faded and neglected look.

Much brightening up has already been achieved, particularly in the Welsh Row area, named after the Welsh traders who came to deal in salt. Mr Williams, Mr Oliver Bott, chief planning officer and leader of the Cheshire conservation group, and Mr Lawrence McKenna, who is making a special study of what lies behind the apparent haphazard of Nantwich, believe that the town of Chester for historic interest.

Group criticizes prison 'control units'

The latest pamphlet of the Radical Alternatives to Prison (RAP) organization, criticizes the establishment of "control units" at Wakefield prison, and the reported construction of another Wormwood Scrubs.

The pamphlet "calls on every organization and individual concerned with prisons to combine their efforts to ensure that the units are not introduced and that the prison authorities abandon any plans for similar barbarous schemes."

It condemns the secrecy surrounding the control units, and calls for an end to what it describes as "the paranoid application of the Official Secrets Act in prisons."

Nurses want improvement in pay award

By Alan Hamilton
Labour Staff

Dissatisfaction with several aspects of Lord Halsbury's recent 30 per cent pay award to nurses, the biggest in their history, has led one of the principal nursing unions to call a special meeting of members later this month to discuss ways of winning further improvements.

The National and Local Government Officers' Association has said that not only does the Halsbury award fall short of what the union proposed in its evidence to the inquiry into nurses' pay but also that introducing the new pay rates is

causing confusion and difficulties in interpretation.

Lord Halsbury's interim recommendations for nurses and midwives, announced on September 17, include a pay increase of up to £20 a week for nurses, and will cost an estimated £17m. The Halsbury committee is expected to propose further improvements in its final report next month.

Union leaders have been meeting weekly with the Department of Health to try to iron out anomalies in the committee's recommendations, but there are still big areas of disagreement.

Nalgo said in a statement yesterday: "Examples of the

kind of problems include the recommendations relating to standby and on-call allowances, where the unit of time on which allowances are based is in dispute. Another problem concerns the interpretation of the recommendations in terms of the effect of long service on annual leave. There are many other points in the report which relate inaccurately to the previous agreement, and these are causing confusion."

The union said it had called the meeting, to be attended by about 300 delegates, to hear its members' views on the award. Strong pressure is expected for further improvements in pay and fringe benefits to be included in the final report.

WEST EUROPE

Socialist congress strengthens M Mitterrand's position as leader of the French left

From Charles Hargrove
Paris, Oct 13

M Francois Mitterrand has emerged from the two-day socialist congress in Paris this weekend as the unchallenged leader, not only of his own socialist Party but of the whole left-wing opposition. His final laid rumours circulating after the presidential election that he might gradually hand over.

He showed himself unruffled by demonstrations of Communist ill-humour since the parliamentary by-elections of last Sunday, and confident that he had the wind in his sails.

It is not impossible that decisive political developments may occur in the next few months", he said. He defined the aim of the congress as a pause for examination of our socialist identity.

Held in the ultra-modern apical setting of a large Paris hotel, the congress aimed to consolidate and promote the progress of socialism throughout France by drawing closer links with the Confédération nationale Démocratique du Travail (CFDT), the second largest trade union organisation, and with the faction of the Parti Socialiste Unifié (PSU) under M Michel Rocard, who was voted out of the leadership last Sunday because of a support of cooperation with the Socialists.

To draw together all the varied strands of the socialist movement, the delegates were offered a "charter of socialism", a long-term blueprint for society. It defines workers' control in industry as the "keystone of democratic socialism", and proposes the creation of a big socialist party cemented on a broad class front by a close coordination between political action and labour struggles.

It is significant that among the 1,500 delegates at the congress, there were a number of former Gaullist ministers, like M Leo Hamon, M Edgar Pisani, and M Jean-Marcel Jeanneney, as well as M Jacques Delors, the personal adviser on labour matters to M Chaban-Delmas, the former Gaullist Prime Minister.

The congress occurs "at a time when the capitalist world faces difficulties such as it has not had in a long time. The coincidence between the awakening and gathering together of Socialists, and the troubles of international capitalism, is not a matter of chance", M Mitterrand said.

"The turning point is drawing closer. I think the present regime is reaching the end of its running. The left is a reality which has gathered strength from the starting point of its union. This union, it is clear, will emerge as stronger from the congress, enriched by a project which

reaches out further than ever into the future."

Turning to the grievances voiced by the Communist Party, M Mitterrand went on: "It is not the Socialists who will disrupt or slow down the progress of the Union of the Left. We do not want to indulge in fruitless polemics, with those who show a certain anxiety or dismay when they see that within the left, things are moving, and tend to make what some people call the relationship of forces develop differently from what they expected."

"Communists must know that we are loyal. All the rest is insignificant."

It remains to be seen how M Georges Marchais, the secretary-general of the Communist Party, will react to this cavalier dismissal of his gnawing anxieties.

"We cannot agree," he said again on television on Friday, "when our allies adopt towards us an attitude which, whether one wishes it or not, coincides with that of the Government majority and aims at weakening us."

M Roland Leroy, a member of the leadership of the Communist Party, said pointedly today: "We do not reproach the Socialist Party with reinforcing its position but one can be worried to note that this reinforcement takes place at the expense of the Communist Party."

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A sculpture in stainless steel, named "Motorists 73", by Karl Schwabach, a West German artist, displayed in the pedestrian precinct of Neustadt an der Weinstrasse.

Swiss resist move to expel foreign workers

From Alan McGregor
Geneva, Oct 13

Through every channel of mass communication, the Swiss people are being enjoined to reject a proposal in a nationwide referendum next Sunday to send 500,000 foreigners out of the country over the next three years.

In the opinion of the Government, political parties, the unions, businessmen, the media and the churches acceptance would be tantamount to economic suicide besides being morally unjustifiable.

by Mr James Schwarzenbach, of which the National Action Against Foreign Penetration was originally a breakaway faction. While continuing to advocate the merits of Switzerland for the Swiss with the same vigour, Mr Schwarzenbach also regards the present proposals as too extreme.

The campaign against acceptance is the most intensive seen on any issue in recent times. It has included a direct appeal to the public by the Government, a step last taken in the early days of the Second World War.

He has said that they would imperil "the values that must be preserved, the very existence of small and medium-sized enterprises, security of employment, our relations with other countries and Switzerland's good repute."

The referendum is being held at the initiative of a small right-wing party, the National Action Against Foreign Penetration and Over-Population, which easily collected more than the necessary minimum of 30,000 signatures required to have a proposed constitutional amendment put to the vote. Under it the permitted total of foreigners in the country would be 50,000. At present there are 1,100,000 in a population of 6,400,000.

He added that the Swiss Government would be obliged to violate the country's own laws and to have recourse to force in overcoming resistance to the expulsions, "... transforming our democracy overnight into a police state comparable to those totalitarian regimes that we all abhor."

The proportion of foreigners in each canton would not exceed 12 per cent, except for Geneva, which would be allowed 25 per cent. The reduction in the present total would have to be effected between now and January 1, 1978.

In affirming that he will vote against the proposal, Mr Schwarzenbach has also made it plain that if they are rejected his party will put forward its own suggestion for a further referendum.

However drastic this may seem in human as well as economic terms, the National Action group has not dropped suddenly out of the sky. In June, 1970, a referendum on the same question almost produced an affirmative: 537,517 votes for and 654,844 against.

Mr Valentine Gien, the leader of the National Action group, summarises its view in this way: "Switzerland is a country with limited resources which cannot accommodate uncontrolled demographic growth.... The ship is overladen."

That referendum was sponsored by the National Republican Action Movement, headed

The National Action group tells them: "With 37 per cent of workers foreign nationals, there is a danger of the loss of their countries of origin. A million foreigners have represented a 31 per cent increase in the population over the past 20 years."

"Switzerland, already overcrowded with a population density 10 times that of the United States, a country of immigration par excellence, has had to contend with an immigration rate 46 times that of the United States."

meeting presided over by Mrs Anita Gradin, a Swedish member of Parliament. Three of the former prisoners were from the Provisional Revolutionary Government (Vietnam) and the others were members of the South Vietnam "third force".

Geneva meeting told of S Vietnam tortures

From Our Correspondent
Geneva, Oct 13

Six former prisoners in South Vietnam were unable to attend a hearing organized in Geneva, today by the Swiss section of the Stockholm Conference on Vietnam, because they had been refused visas. Instead their amplified voices were relayed by telephone from Paris.

One of the latter, Vo Nhu Lanh, a sociology student, in a statement that was read out, gave details of torture endured during 14 months

Lung ailment caused death of Tina Niarchos

From Our Own Correspondent
Paris, Oct 13

Mrs Tina Niarchos, who was found dead on Thursday morning at her residence in Paris, died from an acute oedema (congestion) of the lung. This was the verdict of two French pathologists, Professor Thervet, and Dumont, who carried out a post mortem examination on the body of the public prosecutor's wife, at the request of Mrs Niarchos's daughter, Christina. She was anxious to learn the use of her mother's death, for suggestions in some newspapers that Mrs Niarchos had been an overdose of sleeping pills.

The origin of the oedema will be discovered after toxicological tests; but there were traces of violence on the body and the public prosecutor therefore issued a burial permit.

Spanish party in exile looks to union of forces

From Our Own Correspondent
Paris, Oct 13

The class struggle was a reality, and socialists would achieve power almost everywhere in the world in the next few years, M Francois Mitterrand, the first secretary of the French Socialist Party, told delegates to the thirteenth congress of the Spanish Socialist Party in exile.

Switzerland and Morocco, and of the Yugoslav League of Communists, proclaimed their solidarity with the Spanish workers' struggle.

It took place over the weekend at Suresnes, west of Paris, in the presence of more than 400 delegates and observers, including representatives of most of the 32 parties belonging to the Second Socialist International.

"A new socialist strategy should evolve in Europe through the union of all workers", M Mitterrand asserted. He praised the sacrifices of the Spanish people. On behalf of the executive committee of the Spanish party, Señor Pablo Castellanos, who had come from Spain to attend the congress, insisted on the need for a union of all forces of the left, and on the rejection of all sectarianism in the struggle against fascism.

A message to the congress by Dr Bruno Pitterman, the president of the Socialist International, was read out. Representatives of the socialist parties of Italy, West Germany,

On behalf of the executive committee of the Spanish party, Señor Pablo Castellanos, who had come from Spain to attend the congress, insisted on the need for a union of all forces of the left, and on the rejection of all sectarianism in the struggle against fascism.

Señor Garcia Duarte, the delegate of the General Workers' Union, noted that the Spanish Socialist Workers' Party and its organization were independent, but worked on the same lines.

President Gomes to address UN this week

From Our Correspondent
Lisbon, Oct 13

President Costa Gomes of Portugal will fly to New York on Wednesday. He is expected to speak before the General Assembly of the United Nations.

Alert after bomb threat to Fatima shrine

From Our Correspondent
Lisbon, Oct 13

After a bomb scare at the Shrine of Our Lady of Fatima the police and military have been keeping special watch over the pilgrims gathered there at the weekend.

The annual pilgrimage to Fatima on October 12 and 13 to celebrate the Vision of Our Lady to three shepherd children there. The celebrations include an all-night vigil by tens of thousands, a candle-light procession and the blessing of the sick.

The same journey had been planned by his predecessor, General Spínola, before his resignation last month.

Rumours were current also that the huge gathering might be taken as an opportunity for reactionary forces to cause political disturbances.

It is expected that General Gomes will formally present his plans to the Council of State, which must give permission for the President to leave the country, when it meets on Tuesday.

The Portuguese Socialist Party in a statement last week said that posters showing the map of Portugal coloured red, with only Fatima white, had been put up urging the pilgrims to pray for peace in Portugal.

The rector of the sanctuary later issued a statement saying that this was not the first time that pilgrims to Fatima had been threatened with bombs, but so far no attack had occurred. The theme of peace had been set for Holy Year by the Pope.

Norway to explain fishing limit plans

Oslo, Oct 13.—A Norwegian Minister will be visiting five EEC countries, including Britain, this week to explain his country's plans to expand its fishing limits.

three-phase Norwegian plan, announced last month, aimed at conserving fish stocks by extending fishing limits after consultation with other states.

A Foreign Ministry official said here that Mr Jen Evensen, Minister of State with responsibility for negotiations on fishing limits, will start his tour tomorrow. He is also visiting Denmark, West Germany, Belgium and France, and will afterwards go on to Moscow.

The first phase would be the establishment of specific trawler-free zones in some fishing grounds of special importance to inshore fishermen off Norway's north coast.

The final phase would be the establishment of a 200-mile economic zone for coastal states.

Mr Evensen will explain a

After discussions in Copenhagen tomorrow Mr Evensen will be in Bonn on Tuesday, in Brussels for talks with EEC officials on Wednesday, in London on Thursday and in France on Friday.

Mr Evensen will visit Moscow on October 21 and could then go to East Berlin. Talks with Poland, Holland and Sweden are to be arranged later.—Reuter.



Graduation Day

The excitement of the great day can be quite intense, particularly after maybe months of waiting. And whether

the honour has been yours and you are in a company of friends, or is unachieved self-reliance, the pleasure and sense of achievement is the same.

There is nothing quite like a Jaguar, and as other car offers the same combination of superb engineering

and timeless, legendary value. Once you have driven one, nothing less will ever do.

On graduation day you can be proud to be a member of the elite in the rarefied world of fine cars. There are no letters more worthy than XJ.



Jaguar

OVERSEAS

Plan to partition SW Africa would divide territory into independent black and white states

Our Correspondent
Johannesburg, Oct 13

A plan to partition South-West Africa into an independent black state and a number of independent or semi-independent white states is being promoted by Mr Janne de Wet, Pretoria-appointed Commissioner for the Indigenous Peoples of South-West Africa, according to the Johannesburg *Sunday Times*.

His plan also allows for the 1,000 people of Ovamboland, largest ethnic group in the territory, linking up with 120,000 Ovambos across the border in Angola, forming an independent state, detaching themselves from South-West Africa.

The newspaper quoted Mr de Wet as saying at Oshakati, the Ovambo capital near the Angolan border: "The border was artificially drawn and it cuts across families. We won't stand their way over this and I see how the Angolan Government can object if both the Angolans agree that they want the border. The area involved on the Angolan side is about 10,000 hectares (about 5,500 acres)."

Mr de Wet emphasized that plan had been drawn up in his personal capacity. It goes considerably further than recent statements by South Africa's ruling National Party that ethnic leaders in South-West Africa should convene and map out a road to self-determination for the territory.

The call for roundtable talks among ethnic leaders has been largely rejected by black political chiefs. Chief Clemens Kapuho of the Herero tribal group, which represents about 9 per cent of the indigenous population, has said: "Effectively the delegates would be debating on tribal lines. They would be private individuals many of whom had yet to show that they have the support they claim from their respective ethnic groups."

Thus Mr de Wet's plan should be seen in the context of a move to get the roundtable talks going. It should also be seen—so far as the suggestion that Ovamboland might be allowed to secede is concerned—as a ploy to persuade Swapo (South-West African People's Organization) to drop its threatened boycott of a general election in Ovamboland next January.

The last election there, just over 12 months ago, was a fiasco in which less than 3 per cent of eligible Ovambos bothered to vote so that a pliant leadership of elders, which support the South African Government, was elected. In Windhoek last week Mr A. Johannes, Swapo's general secretary, said that when the time arrives "the movement would call on supporters to stay away from the polls again."

Swapo, which is the dominant black political group in South-West Africa, completely rejects the South African Government's separate development policy, saying that it wants independence for South-West Africa as a whole.

Mr de Wet clearly believes that if the Swapo-dominated Ovambos were allowed to go their own way, the chances of other groups forming a workable confederation with South Africa would be much greater. It is being rumoured in South-West Africa that the Ovambos will be offered an economic inducement—some of the rich copper country around Tsumeb—to encourage them to seek autonomy.

hodesia 'approaching a watershed year in 1975'

Our Correspondent
Lusaka, Oct 13

Timothy Gibbs, President of the Rhodesia Party, has said for a properly-considered settlement conference to be held in Rhodesia to face all shades of political opinion.

He told 150 delegates to the annual congress of the party in Lusaka that the coming year would be the watershed in Rhodesia's development as a nation.

We have two choices, he said. We can resist change like a canute and ultimately lose, or we can participate in change and change to our advantage the advantage of capital and a Western way of life.

Mr Gibbs said the Rhodesia Party had a duty to expose the "black nationalist" ideology of the Rhodesian society, instead of allowing the tribal lands to be called haves and the unemployed must be exposed for the depressed economic areas they are, dragging down the economy as a whole by their lack of productivity.

Referring to a possible constitutional conference on the settlement issue Mr Gibbs said he could not agree to the call of the African National Congress (ANC) for a neutral venue and neutral chairman. This was a Rhodesian problem and the venue should obviously be in Rhodesia.

The chairman should be chosen from within Rhodesia by the participants. Those people who had to date refused to attend would have nothing to lose by reconsidering and attending the conference.

Asked afterwards if he had in mind representatives of the black nationalist organisations Zanu and Zanu attending, he said they also had a point of view that was relevant to the Rhodesian scene.

Officer handed over by Ethiopian troops

Addis Ababa, Oct 13—

Troops of the Imperial Bodyguard have handed over to the military Government one of their officers accused of attempting to create dissension in the ranks. It was announced in Addis Ababa today.

The officer, Captain Demissie Shifferaw, was chairman of the bodyguard's revolutionary sub-committee. The English-language newspaper *Epoch*, now thought to reflect the views of the military Government, said today that "there is plenty of time for returning to civilian rule". A democratic government at present would be meaningless in the absence of economic and social justice.

Karpov holds his chess lead

Moscow, Oct 13—The Soviet grandmasters Anatoly Karpov and Viktor Korchnoi last night played another draw in the eleventh game of their playoff series for the right to meet Bobby Fischer of America for the world chess title.

The draw was agreed after 80 moves in the longest game in the series. The result left Karpov in the lead with two wins.

Mr Bhutto out to end Baluchi hostility

From Our Correspondent
Rawalpindi, Oct 13

Mr Bhutto, the Prime Minister of Pakistan, arrived today in Quetta from Lahore on what is regarded as a crucial visit to Baluchistan where the central Government has been confronted by tribal hostility for more than a year.

The Prime Minister promised an important announcement on Tuesday. He ended a five-day visit to the North-West Frontier Province last week during which bomb explosions killed two people, injured 35 and disrupted the supply of natural gas to Peshawar City for more than 24 hours. The latest explosion took place at a cinema in Islamabad and outside the entrance to the city's Hotel Intercontinental, where an Asian hockey team stayed during its tour of Pakistan which has just ended.

Mr Bhutto's visit to Quetta takes place amid reports of a rift in the main Baluchistan opposition party—the pro-Moscow National Awami Party—and only two days before the expiration of the Government's offer of an amnesty to hostile Baluchis.

Afghanistan has been accused officially of stirring up trouble in Baluchistan and the North-West Frontier Province. At the same time, press comments have hinted at the Soviet Union's support for Afghanistan in its belligerence towards Pakistan.

Meanwhile Pakistan and India are taking yet another step towards the normalization of their relations by reopening postal and telecommunications facilities on October 17.

Prince Charles joins in a barbecue lunch

From Our Correspondent
Melbourne, Oct 13

Prince Charles arrived in Canberra yesterday to begin an 18-day visit to Australia's eastern states and Tasmania. He was greeted by Sir John Kerr, the Governor-General, Mr Rex Connor, the acting Prime Minister, and a cheering crowd of about 500.

He drove to Government House, where he will stay while in Canberra. Today he attended St John's Church in the morning with the Governor-General, a steak and iced-beer barbecue at lunch and in the evening he dined with Mr and Mrs Whitlam at the Prime Minister's official lodge.

Mr and Mrs Whitlam had earlier arrived back from a tour of North America and the Pacific. Mr Whitlam will leave again in two months' time for a tour of European countries.

IN GOD'S NAME DO SOMETHING

An appeal to the World Council of Churches

"In camps across north-central Africa, 1.5 million men, women and children are leading a brink-of-death existence. They are refugees from the great drought that has scourged 16 African nations for several years. At best the camps provide the barest food and health care; at worst, they are hell holes. But the Africans who inhabit the camps are, in a way, the lucky ones. Another million Africans have already died of hunger and disease. Five to 10 million more are starving in the African bush or the slums of drought-area towns."

This is how NEWSWEEK described conditions in Africa in August this year. Three months earlier, TIME also warned that famine is rampant in Ethiopia, the African nations of the Sahel (Chad, Mali, Mauritania, Niger, Senegal and Upper Volta), Gambia and in areas of Tanzania and Kenya. Said TIME: "The Sahel's flat savannas, which once supported the blue and black-robed Tuareg and Fulani warriors are now empty, save for the thousands of reddish brown mounds that mark the graves of those who starved. At least 100,000 have died." According to TIME some emaciated nomads in Chad were begging U.N. officials not to send medicines, "pleading that death from diphtheria was quicker and hence easier than the slower death from starvation".

While these two leading news magazines shed light on Africa's starving millions, the World Council of Churches gives financial aid to political causes in Southern Africa. Instead of donating its funds in this way, would it not be more in keeping with the tradition of the World Council of Churches to tackle the immediate problem of starvation which exists on a gigantic scale?

Africa needs grain not guns, bread not bombs. In God's name let's save lives not take lives in Africa.

The Club of Ten
P.O. Box 4AA
London W1.

Mr Nixon's pardon has thrown the White House poll machine out of gear to Democrats' benefit

President Ford faces Republican rout

From Fred Emery
Washington, Oct 13

President Ford, showing surprisingly little sign of the battering he suffered during his two-month crash course in the presidency, is now confident he likes best—stumping the hustings.

Between now and the Congressional elections on November 5 he is making 17 campaign appearances from coast to coast. His object is to try to avert a Republican rout in what he confides he likes best—stumping the hustings.

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Where in the months of endless travel during his vice-presidency he was welcomed as the national, and certainly Republican, symbol of authority, there are now signs that Republican candidates are none too happy about his imminent reappearance.

There is only one cause, the hastily considered pardon for Richard Nixon. Mr Ford tried if one is to believe his men, to cut the Watergate trauma out of mind by impulsiveness. Instead, that rush of blood reduced him to ordinary size from the superhuman stature of that first romantic month when he seemed like the breath of spring.

The opinion surveys on the issue are still showing samples of 60 to 35 per cent against it. Yet the merits are irrelevant now because it is irreversible. It is the using up, some say squandering, of precious political capital that is the rub. A President Ford who had not issued his pardon would have been almost unassailable in Churchillian calls to the people for sacrifice.

As things are, that impulsiveness is being detected elsewhere. In the Russian grain cancellations, in the final tin-plate package, and for all the sympathy his wife's illness has aroused, and for all his likeable heartiness, he is seen as a very ordinary, nice guy whose power usage everyone hoped had left office with Richard Nixon.

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Japan sceptical on nuclear arms statement

Peter Hazelhurst
Tokyo, Oct 13

The United States Government made an unsuccessful attempt yesterday to brush off embarrassing allegations that it had violated the terms of a bilateral security treaty with Japan by sailing into Japanese ports without offing their nuclear weapons.

The allegation was raised last week after a retired American naval officer, Rear Admiral Larocque, while flying before a Congressional subcommittee, hinted American naval vessels usually armed with nuclear weapons when they visit their ports in Japan.

The statement was handed to Mr Takeshi Yasukawa, the Japanese Ambassador to Washington, by Mr Robert Ingersoll, the acting Secretary of State, and released by Mr Toshio Kimura, the Japanese Foreign Minister, in Tokyo yesterday.

It does not specifically confirm or deny the allegations.

Without committing the State Department to any position, the statement merely points out in vague terms that the United States has "faithfully honoured its commitments to Japan under the treaty of mutual cooperation and security and its related arrangements."

It goes on to deal with clauses of the treaty dealing with nuclear arms and points out that these terms have been "faithfully honoured". This ambiguous reference has again convinced the opposition parties that the Japanese Government has secretly permitted American nuclear-armed ships to enter Japanese ports.

Without specifically denying the charges that American nuclear-armed ships have entered Japanese ports in the past, the American statement brushes the allegations aside and points out statements "made before the subcommittee were given by a private citizen and could, in no way, represent the views of the United States Government."

Members of the opposition scoffed at the American statement today, they pointed out that Rear-Admiral Larocque can be regarded as an authority because he was at one time the commander of the flagship Oklahoma, which used Japan as a base.

PUBLIC NOTICES

CHURCH COMMISSIONERS
Notice is hereby given that the Church Commissioners have received from the Church of England a draft scheme for the alteration of the constitution of the Church of England. The draft scheme is available for inspection at the Church Commissioners' Office, 1, Abchurch Lane, London, E.C. 4A, from 10.30 a.m. to 4.30 p.m. on weekdays. A copy may also be obtained on request from the Church Commissioners' Office. Any representations with respect to the draft scheme should be made in writing to the Church Commissioners' Office by 1.11.74.

CHARITY COMMISSIONERS
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Appointments Vacant

GENERAL VACANCIES

HELP THE AGED

is an international charity and is seeking people who are shortly returning to America, Canada and Cape Province, S.A., to work for us in a fund-raising capacity.

We raise funds through specialised activities to support the elderly in the country concerned and overseas. Full training will be given here in the U.K.

For further information please write to Richard M. Jones, at P.O. Box 408, London W1A 4UB, enclosing details about yourself.

INSIDE SALES (PAPERBOARD)

U.K. subsidiary of a Swedish forestry group handling a range of high quality paperboard requires an inside salesman. We are looking for an intelligent and energetic young man, 20-25, with good educational background and some years' commercial experience.

Salary and other benefits will be on a generous scale (not less than £2,000 p.a.), and good training provided. The job offers excellent opportunities for further promotion. Write in confidence to Mr. D. H. Diller, Igeandun (UK), Paperboard Ltd., 57 Grosvenor St., London W1X 0DS.

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A leading British publishing house is seeking a dynamic and energetic person to join its team. The successful candidate will be responsible for the day-to-day running of the business, including the recruitment and training of staff, the management of the company's finances, and the development of new products and markets.

With fast promotion on merit, this is a challenging and rewarding opportunity for a motivated individual. The successful candidate will be offered a competitive salary and a comprehensive benefits package.

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ASSISTANT TO CO. SECRETARY

Agency to keep accounts and manage the company's finances. The successful candidate will be offered a competitive salary and a comprehensive benefits package.

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ACCOUNTANT

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TONBRIDGE SCHOOL BURSAR

The Governors seek applications for the position of Bursar at Tonbridge School. The successful applicant must be able to undertake the preparation of the accounts of the School and the exercise of budgetary control, and will be responsible to the Governors through the Headmaster. Applicants will be considered on their qualifications and past experience. Knowledge of academic life would be helpful. Emoluments according to age, qualifications and experience.

Applications with curricula vitae must reach the Clerk to the Governors, Skinner's Hall, 8 Dowgate Hill, London, EC4R 2SP, by the 31st October.

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For further information, please write to Mr. D. H. Diller, Igeandun (UK), Paperboard Ltd., 57 Grosvenor St., London W1X 0DS.

MEMORANDUM

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TO: PERSONNEL MANAGERS, MANAGEMENT CONSULTANTS, ADVERTISING AGENCIES

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SPORT

Tennis

Nastase wins final of inexplicable errors

From Rex Bellamy

Madrid, Oct. 13

The Nastase took 2 hr 40 min to beat Bjorn Borg 6-4, 6-2, 6-4 in the Milla Trophy tournament here today. This is only the second tournament Nastase has won since the British hard court championships in May. It was a strange final with each man in turn assuming a temporary authority and then dissipating it in periods of inexplicable error. Never the less, there was much superb tennis and the finish was inevitably dramatic.

Borg, who was the first player to break service in every set, had two upstaging line decisions against him 2-5 down. But as Nastase served for the match, Borg set a backhand volley on purpose that cut his fourth break point the Swede won the game.

But in the next game his luck ran out. He served a double fault, missed Nastase with a cross-court backhand, and then was beaten by a forehand that clipped the net.

That left Borg on defence, whereupon Nastase beat him with a cross-court backhand, and then forced Borg to put a backhand volley over the net.

Yesterday Borg beat Manuel Orantes 6-4, 6-3, 6-7, 6-4 and Nastase defeated Guillermo Vilas 6-1, 6-

SPORT

Allez France to run in Champion Stakes at Newmarket

Michael Phillips
Special Correspondent

Allez France, the champion of the Prix de l'Arc de Triomphe, will be seen at Newmarket next Saturday, when she will contest the Champion Stakes at Newmarket.

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Warwick programme

WARMINGTON STAKES (E303: 5f)

1. Callaghan (D. E. Rogers), P. 2. 3-4-5-6-7-8-9-10-11-12-13-14-15-16-17-18-19-20-21-22-23-24-25-26-27-28-29-30-31-32-33-34-35-36-37-38-39-40-41-42-43-44-45-46-47-48-49-50-51-52-53-54-55-56-57-58-59-60-61-62-63-64-65-66-67-68-69-70-71-72-73-74-75-76-77-78-79-80-81-82-83-84-85-86-87-88-89-90-91-92-93-94-95-96-97-98-99-100-101-102-103-104-105-106-107-108-109-110-111-112-113-114-115-116-117-118-119-120-121-122-123-124-125-126-127-128-129-130-131-132-133-134-135-136-137-138-139-140-141-142-143-144-145-146-147-148-149-150-151-152-153-154-155-156-157-158-159-160-161-162-163-164-165-166-167-168-169-170-171-172-173-174-175-176-177-178-179-180-181-182-183-184-185-186-187-188-189-190-191-192-193-194-195-196-197-198-199-200-201-202-203-204-205-206-207-208-209-210-211-212-213-214-215-216-217-218-219-220-221-222-223-224-225-226-227-228-229-230-231-232-233-234-235-236-237-238-239-240-241-242-243-244-245-246-247-248-249-250-251-252-253-254-255-256-257-258-259-260-261-262-263-264-265-266-267-268-269-270-271-272-273-274-275-276-277-278-279-280-281-282-283-284-285-286-287-288-289-290-291-292-293-294-295-296-297-298-299-300-301-302-303-304-305-306-307-308-309-310-311-312-313-314-315-316-317-318-319-320-321-322-323-324-325-326-327-328-329-330-331-332-333-334-335-336-337-338-339-340-341-342-343-344-345-346-347-348-349-350-351-352-353-354-355-356-357-358-359-360-361-362-363-364-365-366-367-368-369-370-371-372-373-374-375-376-377-378-379-380-381-382-383-384-385-386-387-388-389-390-391-392-393-394-395-396-397-398-399-400-401-402-403-404-405-406-407-408-409-410-411-412-413-414-415-416-417-418-419-420-421-422-423-424-425-426-427-428-429-430-431-432-433-434-435-436-437-438-439-440-441-442-443-444-445-446-447-448-449-450-451-452-453-454-455-456-457-458-459-460-461-462-463-464-465-466-467-468-469-470-471-472-473-474-475-476-477-478-479-480-481-482-483-484-485-486-487-488-489-490-491-492-493-494-495-496-497-498-499-500-501-502-503-504-505-506-507-508-509-510-511-512-513-514-515-516-517-518-519-520-521-522-523-524-525-526-527-528-529-530-531-532-533-534-535-536-537-538-539-540-541-542-543-544-545-546-547-548-549-550-551-552-553-554-555-556-557-558-559-560-561-562-563-564-565-566-567-568-569-570-571-572-573-574-575-576-577-578-579-580-581-582-583-584-585-586-587-588-589-590-591-592-593-594-595-596-597-598-599-600-601-602-603-604-605-606-607-608-609-610-611-612-613-614-615-616-617-618-619-620-621-622-623-624-625-626-627-628-629-630-631-632-633-634-635-636-637-638-639-640-641-642-643-644-645-646-647-648-649-650-651-652-653-654-655-656-657-658-659-660-661-662-663-664-665-666-667-668-669-670-671-672-673-674-675-676-677-678-679-680-681-682-683-684-685-686-687-688-689-690-691-692-693-694-695-696-697-698-699-700-701-702-703-704-705-706-707-708-709-710-711-712-713-714-715-716-717-718-719-720-721-722-723-724-725-726-727-728-729-730-731-732-733-734-735-736-737-738-739-740-741-742-743-744-745-746-747-748-749-750-751-752-753-754-755-756-757-758-759-760-761-762-763-764-765-766-767-768-769-770-771-772-773-774-775-776-777-778-779-780-781-782-783-784-785-786-787-788-789-790-791-792-793-794-795-796-797-798-799-800-801-802-803-804-805-806-807-808-809-810-811-812-813-814-815-816-817-818-819-820-821-822-823-824-825-826-827-828-829-830-831-832-833-834-835-836-837-838-839-840-841-842-843-844-845-846-847-848-849-850-851-852-853-854-855-856-857-858-859-860-861-862-863-864-865-866-867-868-869-870-871-872-873-874-875-876-877-878-879-880-881-882-883-884-885-886-887-888-889-890-891-892-893-894-895-896-897-898-899-900-901-902-903-904-905-906-907-908-909-910-911-912-913-914-915-916-917-918-919-920-921-922-923-924-925-926-927-928-929-930-931-932-933-934-935-936-937-938-939-940-941-942-943-944-945-946-947-948-949-950-951-952-953-954-955-956-957-958-959-960-961-962-963-964-965-966-967-968-969-970-971-972-973-974-975-976-977-978-979-980-981-982-983-984-985-986-987-988-989-990-991-992-993-994-995-996-997-998-999-1000-1001-1002-1003-1004-1005-1006-1007-1008-1009-1010-1011-1012-1013-1014-1015-1016-1017-1018-1019-1020-1021-1022-1023-1024-1025-1026-1027-1028-1029-1030-1031-1032-1033-1034-1035-1036-1037-1038-1039-1040-1041-1042-1043-1044-1045-1046-1047-1048-1049-1050-1051-1052-1053-1054-1055-1056-1057-1058-1059-1060-1061-1062-1063-1064-1065-1066-1067-1068-1069-1070-1071-1072-1073-1074-1075-1076-1077-1078-1079-1080-1081-1082-1083-1084-1085-1086-1087-1088-1089-1090-1091-1092-1093-1094-1095-1096-1097-1098-1099-1100-1101-1102-1103-1104-1105-1106-1107-1108-1109-1110-1111-1112-1113-1114-1115-1116-1117-1118-1119-1120-1121-1122-1123-1124-1125-1126-1127-1128-1129-1130-1131-1132-1133-1134-1135-1136-1137-1138-1139-1140-1141-1142-1143-1144-1145-1146-1147-1148-1149-1150-1151-1152-1153-1154-1155-1156-1157-1158-1159-1160-1161-1162-1163-1164-1165-1166-1167-1168-1169-1170-1171-1172-1173-1174-1175-1176-1177-1178-1179-1180-1181-1182-1183-1184-1185-1186-1187-1188-1189-1190-1191-1192-1193-1194-1195-1196-1197-1198-1199-1200-1201-1202-1203-1204-1205-1206-1207-1208-1209-1210-1211-1212-1213-1214-1215-1216-1217-1218-1219-1220-1221-1222-1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America's maturing son a match for 'father' of Piccadilly

By Peter Ryde
Golf Correspondent

Gary Player met his match at Westwood on Saturday in the final of the Piccadilly world match-play tournament, something that has not often happened to him in that event. His match, who beat him by 2 and 1, was Hale Irwin, the United States Open champion, of whom his father, who came with him, said later: "I always knew this was good. Now I believe he could be great."

This was not an euphoric outburst in the moment of victory. It was a judgment based on what he considered to be his son's growing maturity over the last few years on and off the course. It was a judgment based on what he considered to be his son's growing maturity over the last few years on and off the course. It was a judgment based on what he considered to be his son's growing maturity over the last few years on and off the course.

It is no light task to overcome Player in form over 36 holes, re-starting one down at the halfway mark. Irwin achieved that, and with it his first victory outside his

own country, by a sustained excellence from two to green which I do not think has been matched in the 11 years of the event.

He gave first an unqualified praise to his caddy, Conner, but not even the caddy could hit the ball straight for him, and it was only for a short spell in the afternoon of the last day that Irwin's driving began to look a little ragged. His 33 out in the last round swung the match to him and once past the eleventh, where he missed the green, he gave Player no chance.

The lead changed six times in an otherwise uneventful afternoon. Player having saved the fourth with a perfectly judged shot from the rough, took three putts on the sixth, with the eleventh and thirteenth, are reckoned the three hardest greens on the West course.

Irwin followed up with his first decent-length putt of the day to make it two up. Player missed another one at the thirteenth. One could not quite see him doing this some years ago, but the short one that slipped under his guard just tipped the balance of the match against him.

Irwin did not put all that well — he claimed only one of any length — but he had outplayed Player, especially when returning to the clubhouse at the crucial ninth and twelfth. At the twelfth Player, on a fair, made a mistake to come, made his challenge hitting a one iron 18ft from the hole, but could not make the eagle he needed.

With regard to the match, Irwin has not missed one of the 11 tournaments, and to whom the event owes much, the sponsors must be satisfied that he has yielded his supremacy to a younger player. The match was a triumph for the young American, but five American champions have accounted for some 100 of the victories, and the other two have

gone to British Open champions — Bob Charles and Tom Weiskopf. That gives some backing to the high standards for which the tournament has always stood. Each year one looks for one memorable match. I am not sure this year that we quite got one, but Irwin was close to it for sheer quality.



Irwin with the trophy after his victory over Player.

Card of course

Hole	Yds	Par	Hole	Yds	Par
1	471	4	10	186	3
2	453	4	11	196	3
3	452	4	12	483	5
4	501	5	13	441	4
5	491	3	14	179	3
6	444	3	15	180	3
7	399	4	16	380	4
8	398	4	17	571	5
9	460	4	18	502	5

Out 3,371 35 In 3,398 38

Rugby Union

What James must drive home

By Peter West
Rugby Correspondent

West Wales scored three tries to the Tongans' none at Swansea on Saturday and, moreover, hit a post three times with attempted kicks at goal. All this suggests that justice was served by a final scoreline of 14-6 in their favour, but even the most perceptive of their supporters may feel they were flattened by it.

The touring side led 3-0 until 15 minutes into the second half, and led again until the last phase when their opponents, with increasing frontal pressure, engineered two more tries. Combined operations against the Tongans in Wales have not been distinguished. Altogether, an encouraging week for the Tongans who, though utterly outplayed in the tight last Wednesday, gave an otherwise low-key Newport side plenty to think about ahead of their early experiences in the scrummages at St Helen's boded ill for their prospects, yet they did not yield much in this department thereafter, and Saturday's field was managed to make a strike off their opponents' put-in. Martin, the international, was more than they could cope with in the face of the line-out, but their captain and No. 8, the admirable Iose Mafi, took some ball by stationing himself at the scrum, and on one occasion, all but set up a try for Salmon with a potent peel.

If they still had no joy from ruck or maul, there were signs generally of a strong team. Judgment and less of their more perilous extemporary activities. Carwyn James was invited to their training last Thursday, and they should be able to beat Wales against Wales next Saturday, after two further periods with James at an ankle injury received in training.

No confirmation of a successful start

By Peter Marson

Until their visit to Rodney Parade on Saturday, Blackheath had lost only to Cardiff in their first match at the club since last month. The club had already beaten Sidcup and with the scalps of Guys Hospital and Northampton hanging from their belt, victory against the black and ambers would have been sweet indeed and brought with it confirmation of a successful start to the season.

Yet it would appear that Blackheath must have played better in their earlier games for they were well beaten in the match by two goals, two tries and two penalty goals to three penalty goals.

This is Newport's centenary season. In five years' time another historic milestone will have been laid, for, in 1879, in Newport's fourth season, it was the first time since 1879 that the union between

these two famous clubs was joined. Friendships and rivalry between the two sides strong now as then, and they are quite properly proud that Blackheath versus Newport remains one of the English-Welsh fixture in rugby history.

Now, on a cold, crisp afternoon Newport's victory was well-received by a heavy, partisan crowd, who may, at the same time, be a little disappointed that the club had failed to stretch the black and amber shirts and score a try.

Younger players have crossed Blackheath's line four times, with three tries coming after half-time when the Welshmen had a 12-3 lead.

The club's full back, William, a former Cambridge Blue like his predecessor, M. J. J. Jones, has been invited to join the club, and he has been invited to join the club, and he has been invited to join the club.

Strong Welsh side to face Tonga

Cardiff's Gerald Davies captains the Welsh XV to play Tonga at Cardiff next Saturday. The team includes eight full internationals for the touring team's last game. Davies, who is captain, is a powerful scrum-half, and he is a powerful scrum-half, and he is a powerful scrum-half.

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Richmond no longer easy to beat

By Michael Hardy

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Football

Blunstone turns down Chelsea offer

By Geoffrey Green
Football Correspondent

Frank Blunstone yesterday turned down the chance of joining Chelsea, his former club, as team manager. The Chelsea chairman, Brian Mears, received a promised telephone call from Blunstone and then said: "Frank is unable to take the job for family and other reasons."

Mears added: "Of course I am disappointed, but it is not the end of the world. We have a magnificent set-up at Stamford Bridge. The current appointments will now remain as the board have every confidence in the present set-up. Ron Stuart will continue as manager, and Eddie McCreedy as coach."

Blunstone, Manchester United's youth team coach, is understood to have accepted a substantial offer to stay at Old Trafford, whose board met Friday to discuss the situation. Blunstone's wife

and daughter are also understood to have wanted to stay in Manchester rather than return to London.

A week later a virtual England side are to face a Sheffield Wednesday All Stars XI at Hillsborough as part of a memorial to the late Eric Taylor, the popular Yorkshireman for so many years an integral part of the Wednesday scene.

The significance here is that both sides are to be the initial choice of Don Revie, Sir Alex Ramsey's successor, but which will now lack players from Leeds United, Liverpool and Derby County, all of whom will be engaged in European competition later this week.

On the morning following the Hillsborough match, however, Revie is to announce his choice of players for the European competition. It is reasonable to assume that he will have ideas about one or two fresh faces there will be seen on the Sheffield Wednesday team.

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hope that he will enjoy a better start at Old Trafford than he did at Manchester. He has been at Old Trafford since 1967, and his opening test also came in the same European championship. It ended with a quick exit — a 2-1 defeat by France on a night of snow in Paris.

The draw for the fourth round of the Football League Cup, to be played on November 23, was made on Saturday, offering a variety of interesting pairings, with most of the action allocated to the North.

The draw is: Chesterfield v. Southampton; Chester v. Leeds United; Newcastle United v. Fulham; Manchester United v. Ipswich; Liverpool v. Arsenal; Tottenham v. Manchester City; Aston Villa v. Nottingham Forest; Derby County v. Sheffield Wednesday; and Birmingham City v. Wolverhampton Wanderers.

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draw yet another 50,000-plus attendance to Old Trafford.

One of the possibilities is Chester, lying fifth in the fourth division, against the United whose championship crown is in doubt. Leeds will need to pay full attention. Chester boast a 100 per cent record at home — six matches, six wins, and 14 goals against none at their Sealand Road stadium.

As it is, the bottom of the first division continues to be the preserve of London. Already the last round has been occupied, in turn, by Tottenham, Spurs, West Ham United, Coventry City, Queens Park Rangers, and Arsenal. Now Tottenham once more are propelling up the table, Arsenal a point in front of them.

The empty manager's chair at Queens Park Rangers is likely to be filled by the end of the season. It is, however, a change of adjacent postal districts. I wonder how David Webb would view such a move. He left Spurs, and then for Rangers, at the end of last season because of unresolved differences with Sexton.

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Ipswich must lure the enemy from his fortress

By Geoffrey Green

It was another chapter of the new Ipswich Town story at Portman Road on Saturday. Again it was a case of attack and attack for most of the afternoon, but there was nothing to suggest that Ipswich must lure the enemy from his fortress.

Ipswich, in fact, have begun to realize just how tough it is at the top. Now that this battle between reigning monarch and pretender is being fought, they will appreciate too just how remarkable has been the Leeds achievement in staying at the forefront of affairs for the past 10 years.

If there is a lesson to be learnt, Ipswich must learn it from Leeds. What they need is patience; less time for the Leeds' greater contrast in subtle attacking rhythm. It does not necessarily pay to pen a foe to his defensive line over-much; it merely congests the attack and gives the defender a chance to lure the enemy from his fortress, and it was here that Ipswich failed.

Yet had things gone right for the time being, the Leeds' greater contrast in subtle attacking rhythm. It does not necessarily pay to pen a foe to his defensive line over-much; it merely congests the attack and gives the defender a chance to lure the enemy from his fortress, and it was here that Ipswich failed.

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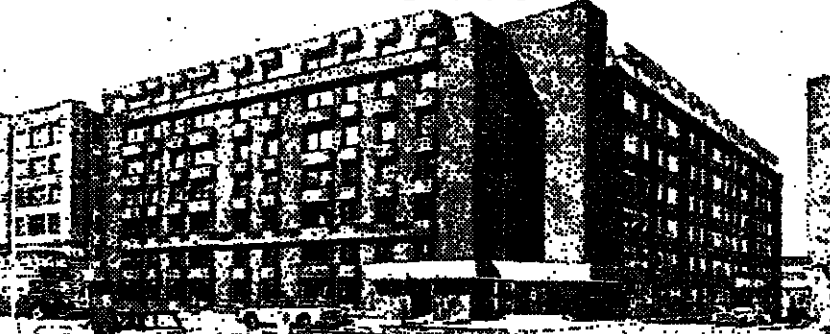
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Activity in market for lettings

In a market depressed enough by general economic considerations even without the added disincentive of the general election, there has still been a fair amount of activity one way or another, such as the recently announced Debenhams £6m lease-back deal.

In the letting market English Property Corporation's North Sea House, in Holloway Road, London, has not been long in finding a tenant. The entire building of 32,000 sq ft has been let to the Inner London Education Authority at about £160,000 a year. The transaction was through Henry Davis and Co, who originally acquired the site for EPC. As an interesting extension to the main house, the same agents have sub-let the two top floors of the building amounting to about 11,000 sq ft, including a penthouse, to Sight and Sound Education, at £5.75 a sq ft.

Also in London, the old Curd offices at 15 Regent Street, left vacant by their move to 73, Piccadilly and Marble Arch House, have also been let. The accommodation, amounting to over 17,000 sq ft, has been taken by Satchell and Satchell, who were represented by Messrs Nicholas. The letting was through Hampton and Sons in conjunction with D. E. and J. Levy.

In Swindon, the new office block just completed by Raglan Property Trust, has been let in its entirety to W. H. Smith and Son. The building comprises two adjoining blocks, one of 54,534 sq ft on ground and seven upper floors, and the other of 23,942 sq ft on ground and two upper floors. Smiths are to use the building for future expansion and to ease the shortage of office space in other areas. There is parking on the site and the building is adjacent to a new shopping precinct. The architects were Michael Lyell and Associates and the letting was arranged by Healey and Baker, of London, and Sturge Carter Jones, of Swindon.

Two historically interesting prestige office buildings have come on to the market, one for sale, the other for letting. That for sale is Northmet House, group headquarters of the Eastern Electricity Board, at Cannon Hill, Southgate, in north London, an impressive building in 34 acres of grounds, for which a price approaching £3m is expected. Now giving a total of some 47,500 sq ft, the main part of the house was designed by Sir Robert Naylor, in 1919, as the main house of a



Northmet House, Southgate: a price approaching £3m expected.

large estate. Over the years the property passed through various private owners, and had various enlargements made, also being renamed Arnos Grove. The estate was broken up in 1928, when the main house was acquired by the Northmet Power Co, which held it until the formation of the Eastern Electricity Board, the present vendors.

Many of the main rooms have retained their classical decoration with friezes, intricate plaster work and murals. Apart from the extensive office space, the building contains staff canteens, kitchens and workshop facilities. The sale is freehold through Jones, Lang, Wootton.

The other historical property is Bloomsbury House, Great Russell Street, Holborn, originally a terrace of four dwellings built probably just after the middle of the seventeenth century. It now comprises a four-storey building with a total of 16,940 sq ft opposite the British Museum, and is being offered for letting as offices to a single tenant by the Duke of Bedford's Estate, which acquired the property in 1939. It has been unoccupied since the early 1960s because of planning difficulties, but has now been renovated. The agents are Humbert, Flint, Rawlence and Squarey, who are quoting a rent of £200,000 a year.

In Gloucester, Clarebrooke Holdings have completed their new office block called Heathville House, in London Road, close to the station and shopping area. Designed to blend with its surroundings, the building has about 38,200 sq ft of air conditioned space on ground and four upper floors. The rent being asked is £110,000 a year exclusive, on a lease of 25 years with reviews every five years. Letting is through Anthony Lipton and Co, of London, and Bruton Knowles and Co, of Gloucester. In Stockport, Regal House,

a new development in Duke Street by Town and City Properties and London and Manchester Securities has been topped out and is due for completion next March. Designed by Leach, Rhodes and Walker, of Manchester, it is a block of 11 storeys providing 44,670 sq ft net. Lettings are through Hillier Parker May and Rowden, of London, and Garner and Sons, of Stockport.

In the industrial sector, the first phase of the Huntslet Trading Estate, Leeds, is to be opened officially later this month. It comprises some 60,000 sq ft in six terraced style units now available for letting at rents in the region of £1 a sq ft on standard 25-year leases with five-yearly reviews. Construction of a second phase of some 30,000 sq ft is due to start soon for completion next spring, and there is a further phase with the benefit of existing planning permission for some 65,000 sq ft for cash and carry use. In this phase, development could be according to tenants' specifications either on the whole site or in smaller units. The scheme is being carried out by British Land and Severnside Land Securities, and letting is through Conrad Ribbatt and Co and Weatherall Hollis and Gale.

Two units of the old Ministry of Defence central ammunition underground storage areas near Corsham, Wiltshire, have come on to the market. The two units together total over 1,300,000 sq ft of underground storage at a depth of between 60 ft and 100 ft below the surface and a land area of some 71 acres, together with various surface buildings. They were acquired by the War Department in the 1930s and were in use until 1967. Originally they were quarry workings.

The two areas are some four or five miles apart and are to be sold by tender either together or in two lots. The sale, on behalf of the Secretary of State for Defence, is through Henry Butcher and Co, of London. The closing date for tenders has been fixed as far ahead as May 2, 1975, to allow plenty of time for prospective purchasers to take up a view of the areas and to clear their intended use with the planning authorities.

Gerald Ely

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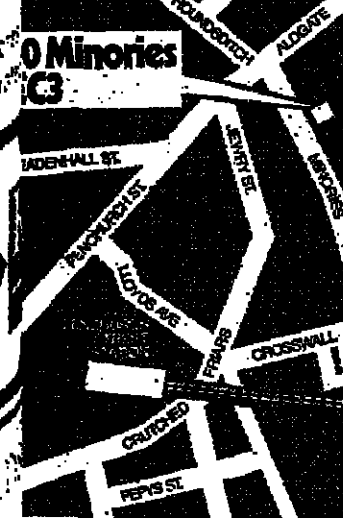
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Richard Ellis



Part two of an examination of the effects of inflation

The road from the horrendous to the unreal

After the wild swing in the value of the Mark in December, 1921, which produced catastrophe on the German stock market, the Chancellor, Dr. Brüning, observed in a speech: "This fictitious prosperity with which we are often reproached by our adversaries is evidently quite another form in other countries. In England and America it takes the shape of unemployment."

The printing presses were to pour forth banknotes in astronomical quantities for nearly two more years; and when the currency was eventually stabilised, as one day it had to be, the bankruptcies which included the large employers as well as the small ran for 18 months at an average rate of 20,000 a year. During the inflationary years the real value of wages had plunged as nominal wages soared. And at the end of the day in 1924, gross unemployment was not avoided at all.

As the British Ambassador in Berlin, Lord D'Abernon, remarked: "Inflation is like a drug: it is fatal in the end, but it gets its victims over many difficult moments." In the meantime, however, not only the German government was taking steps to avoid difficulties.

There is enormous speculation in the West. Secretaries in Berlin wrote to Lord Curzon in September, 1921. "Millions of persons in this country are buying foreign currencies in anticipation of fresh tax burdens, and hoarding foreign bank notes."

A contemporary newspaper article on the flight of capital noted that "the evasion of taxation, fear of socialisation, and inflation have combined to drive capital out of countries with a depreciated currency." Mr. Seeds, the British Consul-General in Munich, reported in December of the same year: "The fall in the mark has driven the population in shoals into the shops in a mania of

purchasing. While abusing the foreigner for buying out Germany with his profitable rate of exchange, the native has been no whit behind in emptying the shops of their stocks."

These were self-justifying tactics, repeated everywhere. A month before, it was reported in Cologne, for example, that "retail stocks will soon be sold out, and their replacement will cause prices to rise very much higher. Indeed, the unusual phenomenon exists of wholesale prices being now often considerably above retail prices... sometimes by nearly 100 per cent. Under such conditions there can be no limit to the rise in the cost of living as measured in marks, and settlements of wages disputes are merely ephemeral." A few days later the same commentator noted: "The rush to buy is now practically over as prices have risen to meet the new level of exchange. In almost every camera shop, however, the sight of a Japanese eagerly purchasing is still a common feature."

Anything for a bribe

At Christmas time in a private interview the Chancellor revealed to another diplomat the frustration of government under such pressures. Continuous price rises were threatening the maintenance of public order. All reasonable demands would have to be granted, but "the situation altered daily so rapidly for the worse, and the constantly recurring difficulties which demanded redress cost a depreciated currency which was available to meet them, that the burden was too great..." Dr. Brüning, added the diplomat, was "about to preside over a cabinet convened to deal with fresh demands for increased wages

put forward by the municipal employees of Berlin; and we were sitting in a semi-darkness caused by a partial strike of electrical workers which was only settled next day by a promise of increases all round, involving an extra expenditure of marks." Dr. Brüning's report concluded gloomily, "is a man with a leaning towards optimism."

Conditions which confounded government at national level drove state governments to almost any expedient. Bavaria had been particularly afflicted by rises in the food prices, by profiteering by farmers and peasants, and by the communal ill-feeling that these activities engendered. In the autumn of 1921—a full two years before the final crash—the Bavarian Prime Minister submitted a Bill to make gluttony a penal offence.

Offending the people was one thing. Their demoralization was another. Already in the autumn of 1920 Lord D'Abernon had recorded that "the incomes of the lower middle classes and fixed incomes have not increased at all, while the cost of living has gone up eight to 10 times... and working class wages have been raised incomparably more than in other countries." Bankers, he learnt, were sending money out of Germany, and "the non-payment of taxes is no longer thought a crime but a patriotic duty."

In December, 1921, the Munich Minister of Commerce was heard to regret that the people's confidence in, and loyalty to, the state had been gravely undermined; that those who had supported the government during the war by buying state bonds had lost heavily; and that the whole population was now engaged in evading taxation and devoting their means to speculation. "The reins," remarked the Berliner

Tageblatt caustically, "are trailing on the ground... and no wonder when the Finance Ministry is 'run' by the Food Minister as a sideshow."

Six months later, on July 10, 1922, the British Ambassador wrote: "The whole sky is overcast with gloomy and gloomy clouds. The fall of the mark continues—today it is 2,430 to the pound, or about half the price a month ago. Prices are rising and will soon be double the level of June. Wages and salaries must be adjusted. Adjusted to what? The financial position of Germany today is precisely the position of Vienna a year ago. In both countries public opinion lays the blame largely on the Reparation Commission."

The threat to public order

Indeed, the German government did all it could to keep that commission and its Committee of Guarantees fully aware of what was really going on in Germany. In August, 1922, the committee's full railway expenses were paid in 20-Mark notes, which required seven officials to carry from the office to the railway station in Berlin. During the committee's visit to the capital, and largely because of it, the Mark had fallen another 600 points.

At the risk of labelling a drama which thereafter shifted from the horrendous to the unreal, it is worth recording in this laconic comment in the D'Abernon diaries of the late summer of 1923, when Dr. Brüning, President of the Reichsbank, was at last dismissed: "With the Mark at 250,000,000 to the pound sterling it is difficult for the most docile and orderly population not to break out. There are considerable queues in the street

here before food shops; out of work prevails, especially in Saxony."

Not only did inflation create poverty, hunger and the terrible social division on which unscrupulous politicians mercilessly played, but it also generated lawlessness and contempt for government. Worse, at all levels, to a lesser or a greater degree, it bred a lawless, plundering, tax evasion, black markets, profiteering, extortion, usury, petty crime, swindling—these were the natural concomitants of the disease when in order to survive every man had to look after his own. When stabilization came in November, 1923, the legacy remained. The corruption in Germany today amongst officials, noted one observer, "is appalling. You can get anything for a bribe. Before the war bribery was unknown—scrupulous honesty the universal rule."

When the French invaded the Ruhr in January, 1923, ostensibly to compel Germany to make reparations for the war which by then were in any case far beyond her capacity, it had the natural result not merely of making any payment impossible but also of restoring a measure of national cohesion to the German people. The right and the left momentarily ceased their recriminations, and the sudden absence of class hatreds was marked. An external threat unites a true nation. In this case the external threat was the occult curving on the horizon of a policy of passive resistance which meant printing enough money to give full strike pay to all the workers in the Ruhr. Inflation then broke free from all restraint, from any sense of decency or morality, and the moral, political and social fabric of any nation could withstand.

Adam Ferguson
To be concluded

Cracking the code of the occult at King's College Chapel

To clear the site, workmen demolished a church, houses, and the main street of a prosperous port that was visited by ships from the Continent. Henry VI laid down the precise dimensions in 1447, and masons spent nearly 100 years, including delays, in construction. But after completion the correct decorations were not added, and since then nothing, according to a local author, has gone right for King's College Chapel, Cambridge.

The *Mysteries of King's College Chapel*, by Nigel Pennick (published at 95p by Constable, Publishing, Jesus Terrace, Cambridge), claims that the building, far from being an orthodox Anglican stronghold, has an occult conception and bizarre history, and that a succession of insults have been offered over the centuries, culminating in the recent redesigning around the Rubens Adoration of the Magi.

"The result," concludes the book of the latest alterations, "is a botch-up job, attempting to mix perpendicular and renaissance with 1960s coffee-bar modern without regard to the true purpose of the building. £110,000 was spent on this travesty, which, at least, fits in with the King's television image, the sacred showbiz of Christmas Eve and the record and literature of the occult, the table of the money-changers, the chapel ring with the litany of the ill."

This is not the way in which one of Britain's prime monuments is usually presented to tourists and undergraduates. And most people probably know the occult carvings on the vaulting, made by Freemason builders, and said to allude to the Druids Odin and Masonic initiations, or the legend of a secret underground passage to Cranbury Miracles as it is called, where the women of the street have taken place by

the tomb of Henry VI; those wearing his hat found head-aches smoothed away.

But Mr. Pennick, a 28-year-old local antiquarian, by profession a marine biologist, ventures into even deeper waters. "King's College," he writes, "originally had a provision for a secret and 12 scholars, the typical number of a witches' coven, the occult master-disciple ratio." Taxed with this startling phrase, Mr. Pennick says: "There is no connexion with witchcraft, of course. But anything established in that period was set up in the light of the knowledge of mystical numbers."

Here we come upon the Kabbalah and the obscure lore of the connections between numbers, words and magic symbols. We must take Mr. Pennick's word for it that the length of the chapel, 288 feet, is mystically connected with the potent numeral 666, the mystical number of the Beast of the Apocalypse, also the number of God.

Having laid down the dimensions, Henry VI also intended the interior to be painted: music, incense and ritual would enhance the splendour of the services. But by the time the construction was completed, the chapel was just about finished. There was no need of the 17 altars originally planned. Vestments and incense had been abolished, and services were in English instead of Latin. The chapel was just about finished. The design for which it was built was destroyed. It was not what Henry VI intended."

Since then, the case for the prosecution continues, the chapel has fared even worse. Crowned Tudor roses on the walls have been smashed, for example, in order to commemorate the women of the street. Even more serious

were the alterations necessary to fit in the Rubens Adoration of the Magi, which led to "the destruction of the East End's occult significance." The chapel is now "desecrated by a costly Rubens, which was never intended to be in King's College Chapel, idolatrously replacing the high-altar cross."

Even if the alterations had been more in keeping with the design of the chapel, Mr. Pennick is convinced that they would have been wrong. "A whole should consider it as a work of art, but on a religious scale." No one would dream of knocking round with a Rubens, for example; and the chapel, can be seen as a parallel case.

"If you got the chapel," says Mr. Pennick, "and painted it and put the images inside and carried out the correct rituals, it is possible that almost, well, magical things would happen. It's an instrument of communication between man and God. If you take a transistor and put the batteries in wrongly, then it doesn't work."

Faced with Mr. Pennick's rhetoric about "sacred showbiz," a spokesman for King's College said, "I wouldn't dream of competing with that." Much of the material in the book is, he said, contained in published documents, and that in the chapel, apart from the calculations and numerology, he complained of "curious inaccuracies" but admitted that as far as the alterations over the years, he was concerned, it was "Pevsner's already objected to this, and he's in good company." He queried Mr. Pennick's mystic figure of 288 feet: 289 is the correct number. To this the publishers reply crossly: "It depends where you measure it from."

Jonathan Sale

Secret of the black box in the business of books

It is 7.50 am in Frankfurt. In a first-floor bedroom of the refreshingly sedate Park Hotel, a seduction is taking place. Weeks of preparation have gone into this moment. Millions of pounds are at stake. On a chair by the window there is what looks like a shiny black business case, but larger. By it stands Mr. James Mitchell, of the British publishers, Mitchell Beazley; around the room sit a group from a Dutch firm. Like a conjurer working up to his finale, Mr. Mitchell lifts the lid of the suitcase to reveal, not clothes or anything so mundane, but a book.

This book is at the bottom recessed in the shape constructed, lavishly felt-lined interior and in a drawer beneath are proofs of sample batches. It is a title in embryo. The Dutch seem impressed; they pass round the dummy; they look at the sample batches, they ask questions. No money is discussed, that is reserved for Scene 2 after breakfast.

The presentation may seem overdramatized: a book surely sells on what it is, not because of some near-theatricals. But this is Day One of the vast Frankfurt Book Fair. The firm of Mitchell Beazley is here to sell its product. The book in question is a one-volume illustrated encyclopedia. The investment will be enormous and the firm must sell the idea to publishers in the major book buying nations before taking the plunge in the detailed production of the work.

Most of Mitchell Beazley's deals each year stem from Frankfurt. Its investment in the Fair is well into five figures. So many of its staff are here that one begins to wonder who is minding the shop back home. A firm like this does its business in hotel rooms, over conference tables, in bars and in restaurants.

The Book Fair's public face takes shape in Frankfurt's exhibition centre which, for

size alone, makes our own Olympia look like a doll's house. Here is the Book Fair's trademark. Here are gathered together for one week the representatives of 3,903 publishing houses from 62 countries, displaying more than a quarter of a million different titles. British publishers make up the largest foreign contingent—355 firms, representing a combined 238 from the United States and approximately 130 each from the Netherlands, Italy and France. At the other end of the scale, the developing countries are showing an interest—Togo and Somalia exhibiting for the first time.

The principal hall is like an aircraft hangar for Jumbo jets. The stands are mostly uniform in white laminated partitions, with the exception of the big spending exhibitors, among them from Britain, Collins, decked out in orange; Macmillan, with its new coloration "M" in black and silver revolving overhead; and Oxford, dressed overall in crimson lake felt with chairs to match.

Carried away

The strands are like honeysuckle to attract custom. Publishers spend the time making appointments with on-site numbers: "It is rather like filling out a dance card," says Miss Liz Calder, one of the representatives of Victor Gollancz. British firms in particular come to sell foreign rights, mount an edition, or make contact. Mr. Tom Mascher, managing director of Jonathan Cane, recalls how at a previous Fair, he was shown some drawings of a new artist. He liked what he saw, put the artist in touch with an editor and this year is displaying the result—a children's picture book.

Publishers will also be buying, but selectively. Too many firms in the past have bought rashly in Frankfurt, edged on by the heady competitive atmosphere, only to regret the deal bitterly when they get home. Newcomers soon hear the slogan: Leave having sold more than you

bought. British publisher Mr. Paul Hamlyn, is more philosophical: he says that 90 per cent of all deals done at Frankfurt are called off within three weeks of getting home.

Even the smallest British publishers, with only a handful of titles and probably very little money, make the effort to be here. Is it worthwhile? There is a lot of mulling over that the money spent at Frankfurt might be better used at home. With good reason: two British publishers yesterday did paperback deals on specific titles to British paperback publishers. Mr. Matthew Evans, managing director of Faber and Faber, remarked: "You just don't not go to Frankfurt."

Frankfurt is the place for sporting trades. After the first day the view was that the Americans are glutting the market with thrillers about Arab terrorists, books on mugging ("but this one is funny," an American publisher was heard to plead) and home economics. The future tide of books on guns, ships, tanks and battles shows no sign of abating: "There is a terrifying adoration of anything to do with war," says Mr. Hamlyn.

The regular visitors remark that Frankfurt is less frantic this year. The international bidders for potential best sellers are a thing of the past, says Mr. Harold Harris, editorial director of Hutchinsons. Well, nearly. As I write, the Panovs, the emigre Russian dancers, are due to arrive from Hungary to meet representatives from six American firms whose preliminary bids for their memoirs were top of the list. Collins has already bought the British rights. Back at the Park Hotel, the presentation of the future books continued with foreign publishers being wheeled in and out. At Mitchell Beazley there is plenty of good cheer, an American firm has shaken hands with a local for a book on the English literary Renaissance.

Although there is an unsubstantiated tradition that Robert Sidney composed the lyrics for his godson Robert Dowland's *Musical Banquet* (1610), nothing had been known of the love poetry which he was secretly composing in the last years of the sixteenth century. Further-

Ion Trewin
Literary Editor



On Tuesday, November 19, Sotheby's is to sell the highest bidder a 90-page notebook containing a sequence of love poems by Sir Robert Sidney, younger brother of that poetic meteor of the Elizabethan era Sir Philip Sidney. The manuscript, wholly in Robert's own hand, is virtually unknown. It was published earlier this year by P. J. Croft in his two-volume *Autograph Poetry in the English Language*. This was not only the first signal to the public that such a manuscript existed but also the unveiling of a wholly unknown Elizabethan poet belonging to the golden age of the English literary Renaissance.

More, Mr. Croft, who catalogues for Sotheby's and is at present the only man to have read and studied the entire manuscript, claims that Robert's poetry is not unworthy of the brilliant generation to which he belongs containing among others Shakespeare, Spenser, his brother Philip, Drayton, and Daniel. The manuscript represents the largest body of original poetry to have survived in any Elizabethan poet's own hand.

Sotheby's catalogue does not record the present owner of the manuscript, though it reveals that it was bought in the 1840s for the Warwick Castle library, at which time the poems were wrongly attributed to Elizabeth's favourite, Robert Dudley, Earl of Leicester. Mr. Croft's book indicated neither the owner nor the whereabouts of the manuscript. Thus effectively the purchase at Sotheby's sale will buy the right to introduce to the world a new Elizabethan

poet. The Sotheby catalogue carefully quotes only single stanzas from a few of the poems so as not to detract from the value of this privilege—enough, that is, to whet the appetite but not to satisfy it. Only one sonnet has so far been published in full, for facsimile reproduction in his book Mr. Croft selected it on visual rather than purely poetic grounds because it conveniently illustrates the poet revising his own work. The final form reads:

You that take pleasure in
your cruelty,
and place your health in my
infections:
You that add sorrows to
afflictions
and think your wealth shines
in my poverty
Since that there is all
inequality
between my wants and your
perfections
between your scorn and my
affections
between my bands and your
sovereignty

O love your self: be you
yourself your care:
Joy in those acts, in which
your making stood:
Fayre, lovely, good: of these
made, these you are:
Pity is fayre, grace lovely,
mercy good.

And when Sunn like, you in
yourself you show
let mee the point bee, about
which you goe.

Mr. Croft plays a leading role in this story, and rightly so. For, as with the only known poem in Donne's hand, the manuscript of a previously unknown play by Thomas Heywood sold at Sotheby's last season, he is responsible for identifying the poet and placing the manuscript in its true historical context.

The volume is in an early nineteenth-century green morocco binding whose spine is lettered "Sonnets by the Earl of Leicester. MS." It was an easy matter to check that the hand was not that of Robert Dudley and, the traditional death of the poet, dismissed. Mr. Croft apparently has no idea of the approximate dating of the hand to go on. But the

book in fact contained a hidden clue. Stuck to the end papers is a letter dated January 24, 1648, confirming the attribution to Dudley on the basis of the similarity to the hand of the Earl of Leicester recorded in John Gough Nichols's *Autographs of Royal, Noble, Learned, and Remarkable Men* (1829). Robert Sidney was in fact created Earl of Leicester by James I in 1618, a title that had lapsed since Dudley's death. Nichols's book reproduces the signatures of both Robert Dudley and Robert Sidney, and the sixteenth-century authority must have mistaken one for the other: at any rate Robert Sidney's hand was instantly identifiable as the writer of the poems. A comparison with autograph letters in the British Museum and elsewhere confirmed the attribution. The connection with the Earl of Leicester had clearly clung to the manuscript from early times, but Robert Sidney had come to be confused with his much more famous uncle.

The manuscript is inscribed on the preliminary leaf to his sister, the Countess of Pembroke, who was famous as a patron of contemporary poets. Described in William Browne's famous epitaph as "the subject of all verse," many literary works were dedicated to her, including Philip Sidney's *Arcadia*.

While it was common enough for the Elizabethan courtier to dabble in poetry in his youth, public acknowledgement of his literary performance was sedulously avoided. Both Philip and Robert Sidney were much sought after as patrons of literature, but the numerous dedications addressed to them praise their statesmanlike and martial virtues while making no mention of their literary achievements. Philip's tragic death at the age of 36 led his admirers to see him as a martyr, and the Countess of Pembroke, to arrange for the publication of his poetic works—a lasting memorial to his greatness. Robert, on the other hand, lived to the ripe age of 63; his sister, indeed, died at 63 and the poetry he had written

in his youth looked, no doubt, old fashioned by 1626. No one thought to publish his poetry.

A melancholy strain runs through his poems, often reflecting the hardship of being divided from the beautiful wife who waits for him at Penshurst (Ben Jonson was later to celebrate their happy domestic life together). A single specific geographical reference occurs in a long poem which stands out by virtue of its homely ballad metre; a knight, dying of grief for his absent lover, enjoins a pilgrim to carry the news of his death to "... the lady that doth rest near Medway's sands." Penshurst stands on the banks of the Medway just outside Tonbridge. He has deleted an alternative line: "neer rich Toms sandy bed."

The book contains 35 sonnets interspersed with 24 other (mostly much longer) poems, and seven short unnumbered verses not intended as part of the main sequence. The structure is clearly domestic life on Philip's *Astrophil and Stella* though the proportion of songs to sonnets is greater in Robert's sequence. His technical interest in alternative verse forms also parallels his brother Philip: Robert's 24 "songs" never repeat the same stanzaic pattern and many of the verses were probably devised by the poet himself.

The manuscript, though it must have been begun as a fair copy of his compositions, contains many revisions and rewrites and must have been compiled over a period for different links are used. The manuscript clearly stands out clearly not grand enough for formal presentation to the Countess of Pembroke, and its modest format suggests the intimacy of the gift.

A prophetic note is struck by the last sonnet which is founded on the idea that Time, who brings everything to light, yet does not clearly reveal the poet in obscurity. "Love me behind," he exclaims, but Time, who indeed led the poet behind for almost 400 years, has at last—and true to Time's proverbial nature—brought him to light.

Geraldine Norman
Sale Room Correspondent

The Times Diary

Why nice hedgehogs finish last

In a desperately tight finish to the Meadowland election, the rabbits emerged with a bare overall majority of three over the squirrels, hedgehogs, bats and other parties. We have in the studio Mole Analyst, Mole Expert and Mole Politster, but before we join them, over to Barnstable. (Cut to picture of Hedgehog Jeremy looking miserable.) Thank you. More of that later. Now Mole Expert.

Expert: The result is quite clearly, I think, a victory for Big Bunny and the rabbits. No other interpretation fits the facts. I think the reason is that the creatures of the meadow are cheerful souls who preferred to believe Big Bunny's story that everything was all right rather than the terrible gloom of the squirrels and hedgehogs.

In particular, I think they were opposed to Squirrel Edward's MUG (Meadowland Unity Government) which seemed to mean that everyone would have to turn

into a squirrel. Neither the hedgehogs nor the rabbits could be expected to go in for that leaping around over trees. Now before I hand over to Mole Analyst, over to Barnstable. (Cut to picture of Hedgehog Jeremy looking miserable.)

Analyst: More of that later. Now if you look at this graph you will see that the rabbits gained their victory by taking votes from the other two parties. The hedgehogs suffered in particular, many shedding their spikes on the way to the polls and turning into squirrels or rabbits. The meadow has been littered with discarded spikes ever since polling day.

I have here a model of a hedgehog. You simply lift the spikes like this (removes spikes), leaving a very good likeness underneath of a squirrel or a rabbit. This is especially ironic since much of the news at the start of the campaign was of rabbits turning to hedgehogs, like this (Replaces spikes).

One reason for this is what we call the negative polling factor. Both Big Bunny and Squirrel Edward are regarded by some creatures as absurd and by others as despicable. Thus many vote for the opposing species just to keep them out, especially in marginal seats, and this sets up a similar counter-move among their opponents. Now these HAVs (Hated and Mistrust Votes) all go to the two major species, never to the hedgehogs. The trouble is that Hedgehog Jeremy lost not nearly so absurdly as he looks. He was the main party leader, and thus he inspires no negative polling factors. We call this the NCCL factor—Nice Hedgehogs Come Last.

And now, before calling on the polls take that into account?

Politster: Because then we would have it happening with the revised polls—double detrimental floatback—and we would need new computers. Anyway, our most important factor is the follow-up ones we take after the election. We go back to all our interviewees and tell them what I just told you, that the polls were really right all along. We find that if they believe anything, they will believe anything. And now back to Barnstable.



A triumphant Big Bunny returns to his official warren.

Now the election is over, we can return to our confusing road signs. This pair was snapped by Mark Rubinstein of Kensington outside a car park by the leaning tower of Pisa.

Losers

Back in the real political world, at least on the fringes of it, the Liberal Party Council met yesterday afternoon. The session was originally arranged on the assumption that there might be a hung Parliament after the election. "Instead of a hung Parliament we've got a hung party," commented one of the delegates, sourly, and that was the dominant mood.

The meeting was one the less well attended, and to the surprise of many, the television cameramen and press photographers were also there. "What's so interesting about the Liberal Party now?" said one newly-failed candidate gloomily. "For the next three years we are likely to have our old problem—the invisible Liberal?"

To counter that, some more

militant spirits were suggesting visible action at once: "One hundred and twenty of us should go to Westminster and occupy the Chamber now, while the eyes of the press are on us, to show just how many Liberal members there should be in Parliament." Others were doubtful that they would get in, and suggested they should chain themselves to the railings instead.

They all smiled, and in the end nobody went. Many people said they were not depressed, but angry. What they were angry about varied from Young Liberals calling Jeremy Thorpe a traitor, to the coalition talk which was blamed for the loss of the tactical Labour voter. "It was the Young Liberals who prevented the Liberal Assembly from making any impact," said one. "The thing was doomed already

Glasgow rock

Five months ago the first all-electric car was shown in a flash of publicity and arrived in Glasgow in five hours—as fast a journey as the advertisements promised. If, a rather more bumpy one. Stuart Reid, who reported the epic journey for this column, found himself in Glasgow again on Friday, so decided to check the service. He reports:

"My train was shabbier than the inaugural one, but it rocked and rolled with as much vigour. It was not easy to eat soup without getting it in my lap or my eye. Though I have a steady hand I spilled an ounce of Beaujolais on the tablecloth—upsetting at 60p the quarter bottle. The original folky menu has

been dropped, thank goodness. No more hangis which supposedly should be changed to neeps. Instead, I chose £1.38 worth of liver and bacon with creamed potatoes and two veg. A steward said the Scottish gimnickie menu was abandoned after six weeks. A sensitive former sailor, he looked back on those early days with justified embarrassment.

But his eyes burned with patriotism (or it might have been that he caught a splash of my drink in them) as he said: 'I've travelled in trains all over the world. I've been on the Blue Train in South Africa and it's a wonderful train but it's built for comfort. It's not nearly as fast as this.'

The heurter was as empty as into pipe of the passenger bags this on the passenger side of the buffet car. It is dirty work travelling by British Rail.

The journal of the Gloucestershire Naturalists' Society announces that on October 27 it is organising "an all-day family meeting, mainly for fungi."

PHS

Sheffield

Challenging problems for a huge city

Christopher Warman
Northern Industrial
Correspondent

An attempt to show the scale of Sheffield's problems is all about the new authority distributed throughout the area, parishes containing a special council and ladders. Each council is responsible for education, it asks on 16. Move five spaces and for a correct answer, five back if wrong. The new authority set up as a confusing fact of reorganisation and tried to use the people to use the services properly. It dumped rubbish, prosecuted by city council. Return one.

Sheffield local government reorganisation ended 80 years of independence for the old county. It is a proud city. Leaders will be tested. You so—and it came shock to that pride. It lost the right to manage its affairs without interference. The 1974 "brand" doubled in area, population increased 513,000 to 566,000. The increase in the enormous size of the new authority brought new challenges.

Reorganization gave the opportunity for authorities to bring up to date their management and committee structure. In Sheffield, under the leadership of Mr Ian Podmore, their chief executive, they have adopted a corporate management structure designed to ensure that politics are not put forward out of line with the overall intentions of the council. The new committee structure is formidable, with 12 full committees, 39 sub-committees and four joint subcommittees. In a city which boasts its industry, clean air, its housing, modern architecture and redevelopment it is perhaps not surprising that one of the committees is called City Promotion with special emphasis on industrial development and publicity. All in all it is a big machine.

Where this big and shiny machine has run into trouble has been in its relations with the South Yorkshire county. Here civic pride was tested because reorganization demanded sharing responsibilities, especially regarding highways and planning. There is no doubt, too, that Sheffield did not appreciate the decision to put the headquarters of the county in the adjoining district. "That is now just water under the bridge," they say. When the time comes to select a permanent site for the county headquarters the pride of Sheffield may well rise again.

In planning and highways Sheffield's leaders are hard put to find a good word for the county, complaining that it is preventing them

here accomplished comparatively happily. Both parishes fought to save their identity. Ecclesfield was particularly proud of its swimming bath, for it was the first parish in the country to build one and Bradford, a rural area on the moors to the west, was proud of its footpaths—used by the people of Sheffield. They both continued as parishes retaining their own, if limited, functions. Stocksbridge gained town council status within the district, so all the new parts coming under the Sheffield umbrella retained their identity. It may seem a somewhat complicated arrangement when the main reason for reorganization was that the areas of many existing local authorities were too small and with insufficient resources to support the kind of services expected in modern society. But the big city respected their desire to avoid total absorption and the system is working.

The city leaders knew that the services in the small outlying areas had to become as good as those in the city and had to be seen to be good, and they quote many illustrations of their actions in that direction. In Stocksbridge, for example, the sewage had not been touched for years by the West Riding authority responsible for them. So new Sheffield subsidized the council with £500, a feasible in their multimillion-pound budget, and it was regarded as money well spent. In education, too, the smaller areas have seen benefits, and have seen the teacher-pupil ratio improved.

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Drop stamping forks at a Sheffield plant. About 200 cutlery firms employ 6,000 people in the city.

from doing what is needed. A case in point was when the district intended to cut off a road in order to use it as a school playground. This plan was stopped by the county on the ground that the road might be needed as a by-pass. Both county and district recognize that cooperation is vital if the new system is to work. Gradually the two authorities are getting together, at officer level and through the membership by some councillors of both authorities. There is still a feeling, however, that neither properly understands the other's problems. This might be solved if more members were common to both but the workload on councillors is such that in future it is likely that fewer rather than more will be able to take on work for more than only one authority.

The leader of the Labour-controlled Sheffield district, Councillor George Wilson, is a member of both but his sympathies lie strongly with the district and he blames the form of reorganization for the unsatisfactory situation. He says bluntly that the two-tier system does not work, and claims that the metropolitan counties in general do not have enough functions.

One of the reasons for this is that the employment wheel has almost swung the full circle. The present unemployment picture in Sheffield is one that may well be envied by other areas. For the past year the unemployment percentage has been consistently below the national and regional figures. The latest rate is 2.2 per cent compared with a regional rate of 3 per cent and a national average of 2.8 per cent.

It is true that there are still more than 5,000 men and boys and more than 1,000 women and girls on the unemployment register, but there are still a number of students on the books shortly to return to their studies. When one takes into account the numbers in the process of moving from one job to another, the people who register but are in truth unemployed and those who simply avoid jobs at any price, then one must agree with the official view that Sheffield has virtually full employment.

Placings by the Department of Employment are running, at the latest count, at 354 a week. Despite this there is an unfiled vacancies list of 5,166 jobs. The department says: "The employment position is still booming. There is a great demand for workers of all kinds, particularly skilled men in engineering, steel and cutlery." The local authority, in common with many others, has turned its attention to the creation of jobs for office workers with some considerable success.

The Midland Bank, the National Water Council and the National Coal Board are in various stages of bringing clerical work to the city which should result in at least 600 new jobs and the city council is making strenuous efforts to win for Sheffield the office work associated with the new Health and Safety Commission, the sub-

Steel corporation fears a recessionary trend

by Ronald Kershaw
Northern Industrial
Correspondent

The British steel industry is experiencing one of those difficult phases when it would seem that the employment of a reputable clairvoyant might well pay dividends.

While I am not suggesting that the economic forecasts fall into this category, there is at the British Steel Corporation, at least, a distinct leaning towards the view that a recessionary trend is in the offing. The private sector, on the other hand, not only manufacturers but steel stockholders and users, are of the opinion that demand will hold.

The British Iron and Steel Consumers' Council have highlighted what has been termed a "crisis of confidence" by incredulously pointing to BSC plans to increase exports at a time when manufacturing companies are crying out for steel and are having to satisfy their demands through imports. The Consumers' Council view is that many companies have long order books and see no prospect of a lessening demand. Shipbuilders' order books extend to 1978.

The Process Plant Association, the British Constructional Steelwork Association and others are expressing alarm at the prospect of increased BSC exports. The engineering industry generally, which accounts for 40 per cent of Britain's exports, is throwing up its arms in concern.

As one member of the Consumers' Council put it: "The BSC seem determined to export because they can command a premium, and

this means easy profits. They are fearing a downturn in the United Kingdom and this may be true to a point on the consumer durable side, but there could be some severe shortages."

"The BSC point to increased imports as one of the reasons they have to export, but imports have grown only because the BSC has failed to make the required tonnage. The latest figures, for August, show that production in the European Coal and Steel Community has increased by 3 per cent. In this country production is down 13 per cent for the same period."

While acknowledging that it is looking anew at export markets, the British Steel Corporation is frankly dismayed at the crudity of such phrases as "export drive" and "overseas sales push". More delicate treatment of the corporation's position is required. In the past 18 months, the corporation says, a massive slice of its export market was lost to nourish the home market. As a result, the corporation dropped, on a conservative estimate, some £30m profits.

Steel runs in four or five year cycles and, after two years of heavy demand, the corporation feels that a recessionary trend may be on the way. The forward order position for flat rolled products is not quite as firm as it was a month ago.

The signs are clear, BSC says, that some manufacturers are looking at their order books and thinking that less money than they thought, is around, particularly for consumer durables to which the BSC look for first indications of recessionary trends.

The BSC view is that, when this trend moves up to the steel industry, the corporation must be on its guard to win back that section of the export market

that it had to relinquish over the past two years or so. Not only that they must also try to build up a greater export trade. As one spokesman for the corporation put it: "We are not launching an export drive at the moment. Management has been alerted to the need to anticipate greater export opportunities."

The BSC is expecting shortly to announce pre-tax profits of between £80m and £90m for the first half of its financial year and has high hopes of making more than £100m by the end of the year despite forecasts of a drop in certain key sectors of the industry.

Mr Peter Lee, group managing director of Arthur Lee and Sons, who have just celebrated their centenary as steel producers, acknowledges that there are signs of change ahead in the long term. His company, which is perhaps more closely associated with consumer durables than many, has healthy order books for all products. "There is no tangible evidence that things are about to fold up," Mr Lee says, but he feels that the economic trends, the shortage of liquidity and other problems may cause people to stockpile in order to remain solvent.

Companies, he feels, do not have sufficient money for capital expenditure and will not therefore be in a position to create demand. He does not rule out some easing of the financial situation in a new budget.

Arthur Lee and Sons is, however, fairly optimistic. The company has invested for them in a £2m stainless strip development project which will be completed early next year and also in a number of areas associated with the new development.

Mr Lee is perhaps not so emphatic as others on the

question of BSC exports, largely because his company has always felt it wrong to be totally dependent on the BSC. Their imports come from the Royal Dutch Steelworks, the United States, and, to a certain extent, from Japan. Long-term contracts avoid rapidly rising costs.

On the investment front the British Steel Corporation has set a confident example in the Special Steels Division which has its headquarters at Sheffield. Last month the corporation announced a £60m development programme for the division, concentrated at two Sheffield plants at Shepcote Lane and Tinsley Park. Further investment will be at Panteg in South Wales.

The effect will be to double stainless steel capacity by the end of the decade. The expansion, the BSC says, is aimed at winning back markets for flat stainless products which have been lost to overseas competitors during the past few years because of inadequate capacity in Britain.

The corporation has plans to stimulate growth of demand for these products in the United Kingdom market, including design and engineering assistance in new product development and the provision of the division's special steels laboratories. The project will provide job opportunities for at least 650 people in addition to the 2,700 existing jobs in the stainless works at Sheffield and Panteg.

The question of whether the corporation is able to recruit sufficient skilled labour is another matter. Throughout the corporation there are vacancies for at least 6,000 men and Sheffield has what is termed a marked shortage. Recruitment drives are going ahead.

Another undertaking experiencing concern about the labour shortage is Mills-rough of Sheffield. The company sees the shortage of skilled manpower, and that no short-term solution is to hand, as a most urgent situation. The company has introduced a number of training schemes to help to increase its own resources of qualified people. It is keenly aware of the importance of recruiting graduates, both technical and non-technical for all company activities, especially in strengthening practical, grass roots management.

Mr R. C. Whalley, managing director of Mills-rough, says: "We have a satisfactory forward order book, a high proportion of which is export business to North America. Like others in the engineering industry, however, economic and political uncertainties continue to influence investment policies of our customers which must inevitably influence our own corporate strategy. British industry 'now needs, above all, a stable economic climate to enable it to perform effectively and to restore customer confidence.'"

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Offices and technology bring full employment

It would be foolish to pretend that industry and commerce in Sheffield are not concerned about the current decline in economic activity, in liquidity problems, in investment hold-ups and in general cash flow crises which, despite long order books, often land companies in trouble. Having said that, however, it would not be wrong to suggest that if any place emerges from the present trough of financial despondency, ready to start the climb to increased prosperity, it will be Sheffield.

The bitter lesson of overdependence on one industry was learnt several years ago when rationalization and modernization of the steel industry inflated unemployment figures and threw out of gear the whole economy of the city. Strenuous efforts were made by the city council and others to diversify and this has paid off to a point at which the city planners are in a position to be just a little selective in admitting incoming industries.

One of the reasons for this is that the employment wheel has almost swung the full circle. The present unemployment picture in Sheffield is one that may well be envied by other areas. For the past year the unemployment percentage has been consistently below the national and regional figures. The latest rate is 2.2 per cent compared with a regional rate of 3 per cent and a national average of 2.8 per cent.

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continued on next page



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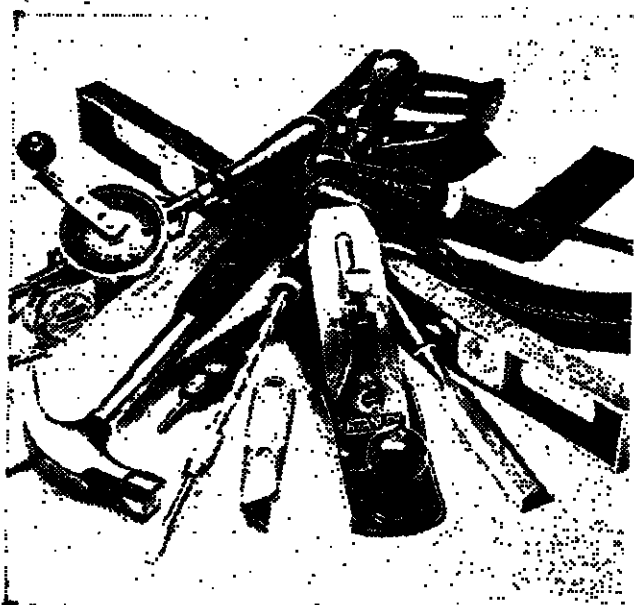
EXPANSION OF BAR PRODUCTION

A new bar mill will soon be in operation at Rotherham. This, with modified and improved existing plant, is a strategically important step to strengthen the position of BSC's principal bar producer.



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inside

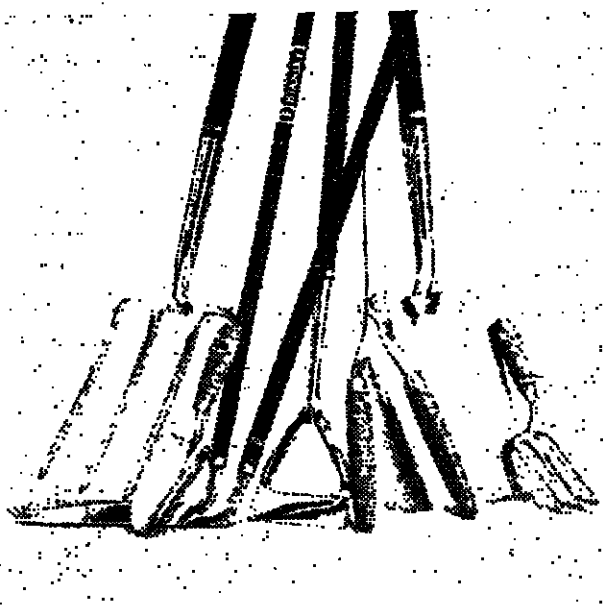
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Sheffield's special engineering skills find expression in the world-beating contracts undertaken by Davy-Loewy. For example, in the key rolling mill being manufactured for British Steel Corporation's £60 million expansion scheme for stainless steel flat products... in a bar mill for BSC at Thrybergh... and, overseas, in rolling mills for Finland, Mexico, Belgium, Portugal, Sweden, the USA, Spain and Norway. In integrated hydraulic forging plant for companies in India, Japan and the USA. In a complete copper tube producing plant in Yugoslavia.

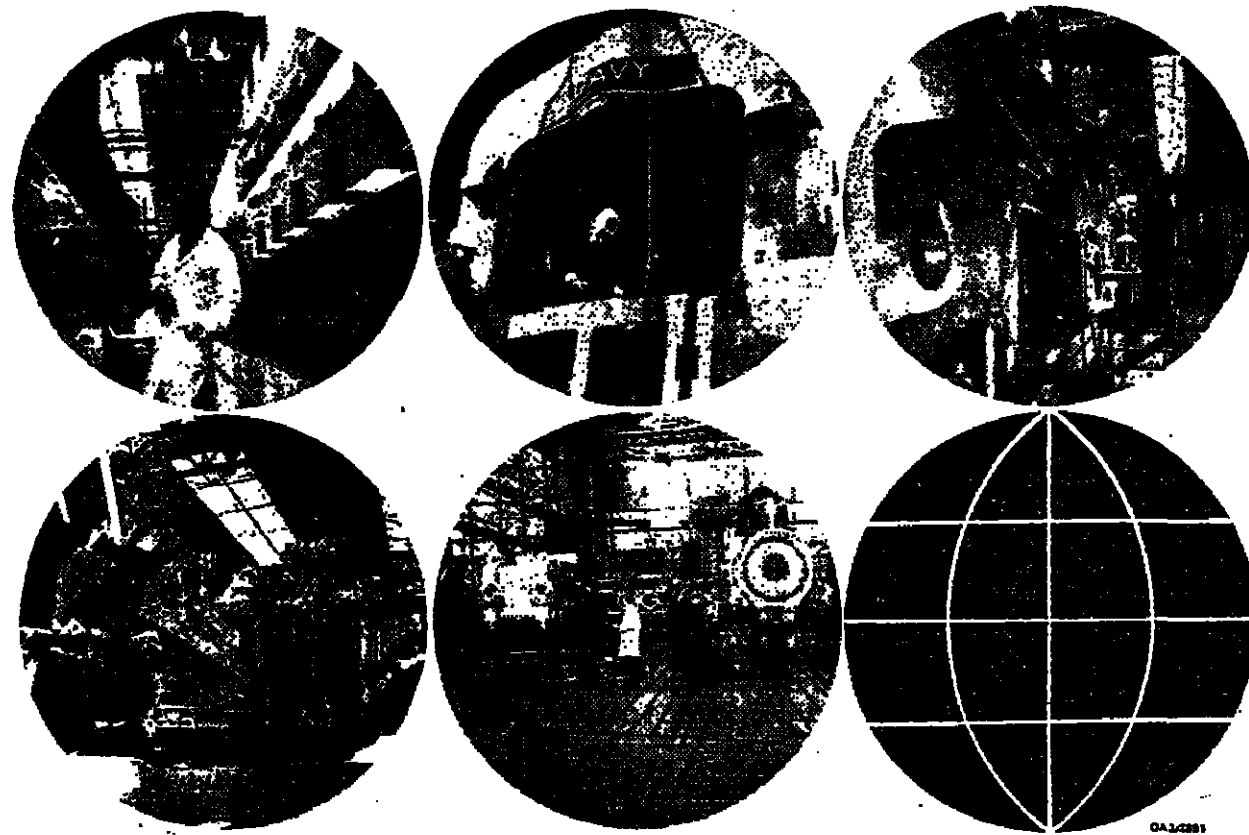
The company's facilities and capability for manufacturing heavy and complicated workpieces are universally acknowledged; know-how which has resulted in a more unusual contract—the manufacture of the mechanical equipment for GLC's Emulti-million Thames Barrier flood control scheme.



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Cutlery guard quality

by Peter Harvey

The Sheffield man, it used to be said, was identifiable from Bridlington to Beirut immediately he sat down to a meal. While everyone else studied the menu, he looked to see where the cutlery was made.

A survey carried out last year claimed to show that fewer than a quarter of Sheffield hotels and restaurants used locally-made cutlery. The management of a large steel works were surprised when it was pointed out that their canteen tableware was foreign; most large apartment stores carry a display of imported cutlery.

Yet, the people of Sheffield continue to take an immense pride in their city's reputation for turning out the best quality cutlery and a good many of them resent the ease with which foreign producers have been able to come into Britain.

Chaucer was the city's first (unwitting) publicity man when he had one of his characters carrying "a Sheffield thuyrell" (a wooden-handled knife); from which we gather that a reputation for cutlery had already been established by the fifteenth century.

The Cutlery Company, one of the oldest trade corporations, was set up by Act of Parliament in 1624 "for the good order and government of the makers of knives, sickles, shears, scissors, and other cutlery ware in the County of York and parts near adjoining". It still flourishes and still guards jealously Sheffield's trade and quality marks.

For hundreds of years the cutlery worked as small units—Little Masters, as they became known. Each had a hand of employees, barely independent. They used old methods and techniques; some, particularly winding, involving a severe

health hazard. Up to late in the last century a grinder was lucky to live beyond 30.

Advertising and salesmanship were little used. The best firms developed a name that was recognized all over the world and they lived on the prestige of that name. They were slow to accept change.

There had to be change, if only to face up to the postwar challenge of cutlery makers in Japan, Hongkong, Sweden and elsewhere.

Ten years ago there was a workforce of 11,700 employed in 415 Sheffield cutlery firms. A fifth of these firms had fewer than 10 employees. Half the firms had fewer than 100.

Now there are about 200 firms and a workforce down by half, too, to about 6,000—only a small proportion of the city's total labour force of 280,000, and far fewer than are employed in metal manufacture or engineering.

Painful process of rationalization

Some firms have closed and their once-respected names have gone with them. Others have merged. Nearly all have gone through a sometimes painful process of rationalization.

"It is inevitable," says Mr Hector Bright, secretary of the cutlery branch of the National Union of General and Municipal Workers. "What has happened in our industry is what has happened in coal, wool, railways and all the older industries. We have had to rationalize."

"We have accepted changes. We took it hard at first. But we have faced up to it now. There are still some small firms left but they live from crisis to crisis. When one of their

old craftsmen dies, they have a crisis."

There is still room for some more rationalization Mr Bright says, but much has already been achieved.

Modernizing has meant firms moving out of old-fashioned and cramped backstreet workshops into new premises on trading estates. Town centre redevelopment has encouraged this trend but it has not always been welcomed by older employees who are set in their ways.

It has meant investment in research. The industry has had its own research organization since the 1960s and has seen the benefits of this and investment in advertising and publicity. It is no longer enough simply to lean back on the prestige of a well-known family name.

It has involved banding together to try to pressure successive governments to keep some reasonable limit on foreign imports and, in some cases, to stop foreign producers from giving the impression that their goods were made in Sheffield.

At the end of it all there are two markets for Sheffield cutlery, one for a quite expensive quality product and the other for a cheaper, mass-produced cutlery.

Of the second market, Mr Bright says: "We are now in a favourable position to compete at reasonable prices. Foreign producers are affected by the increasing cost of materials just as much as we are, and their workers are demanding better conditions and pay."

And of the first market: "There is still a good future for good quality cutlery and this is what we specialize in. I advise anybody buying cutlery to go for quality. You buy it only once. First-class stainless steel will last two or three lifetimes, not just one. The other stuff you buy two or three times in a lifetime. It pays to buy the best."

Stirrings in a crucible

by John F. Crossland

The Crucible Theatre, the venture they laid odds against, is now in its fourth season and vindicating the faith of its early guiding influences.

One of them has now gone: as artistic director, Mr Colin George was at the centre of much of the controversy surrounding the theatre. Theatrical directorship has much in common with football management but there is no suggestion that Mr George was dismissed. Conscious of the risks of getting stale, he signalled his wish to try fresh fields more than a year ago. The new artistic director, Mr Peter James, succeeds to what his predecessor called "probably the toughest assault course anyone in the theatre outside London has had to survive."

His wide experience has equipped him to follow through with the grand design outlined in the policy statement put before the trustees by Mr George and the administrator, Mr David Brashaw, when the theatre project was first conceived. He launched the Everyman Theatre in Liverpool, the Theatre of Young Vic and the National, directed at the Shaw Theatre, London, and in Israel and on the Continent.

He takes over not so much a hot seat as one warmed for him to a reasonable temperature. The Crucible, and with it experimental theatre, has won acceptance in Sheffield. Those who recall the devoted followings for the Harry Hanson and D'Oyly Carte seasons can appreciate the stubbornness of the rear-guard action against the new wave in some quarters. Mr George, who himself

came over from the old, much-loved Playhouse, testified that he had had "a pretty rough ride" putting across a novel theatrical concept in the city.

Now there are signs that the Crucible is creating a bond of loyalty in the city and also establishing itself as a regional theatre, playing regularly to parties from about 50 local authorities. The new motorway spur into the heart of the city brings coaches to within 400 yards of the theatre and the consequent stream of theatregoers is the best justification possible for the £20,000 which will come in subsidies from the South Yorkshire County Council this year.

An integral part of the play

If there were any illusions left about a new regime playing itself in with a well-tried formula, they are now dispelled. Mr James is bringing West End theatre to Sheffield with no concessions to overblown images (as in *The Importance of Being Earnest*) and a nod to permissiveness with Peter Shaffer's *Equus*. The programme notes to the Shaffer carries a warning that sexual explicitness forms an integral part of the play.

Next month patrons may well discover the joys of audience participation with the rock musical *Joseph and the Amazing Technicolor Dreamcoat* which is to be followed by Dame Peggy Ashcroft in Beckett's *Happy Days*.

The Studio, the Crucible's en suite subsidiary theatre, is presenting Durrenmat's *Play Strindberg* and a season of plays by the South African playwright Athol Fugard. These ideas are

reaching a wider audience through the Theatre Vanguard, the Crucible's educational arm. Mr Brashaw told me: "We hope that this programme, which takes shows out to schools, will be integrated much more into the mainstream of the theatre. The idea is to have actors, who may be any of our regular company, appearing outside the main auditorium. In fact they may play in pubs or youth clubs."

The Crucible has in the past successfully imported the musical documentary, developed at Stoke and Bolton, in the form of a play about the violent formative days of trade unionism in the city. *The Stirrings in Sheffield*. It has also produced its own musical, *Calamity Jane*.

Mr Brashaw is ignoring economics in booking the Scottish Opera as part of a programme of music which includes the Lindsay Quartet from Sheffield University. "We cannot really afford them as they charge £1,500 a performance. Fortunately they are subsidized by the Arts Council."

Speaking of the growing flexibility in the company, Mr Brashaw said: "We are now attracting good ranking actors ready to come to us for a limited period. (Margaretha Scott is playing Lady Bracknell in the *Importance and David Knight* will appear in *Equus*.) When we started we had three companies. Now we have greater freedom and cross-movement which makes far better use of the company and the theatre."

A measure of the Crucible's success is the fact that in its first season the audience figure was 56 per cent. In the second season they played to 62 per cent houses and in their third the figure was 70 per cent.

New offices provide jobs

continued from preceding page

ject of a Bill now on its way through Parliament.

The Midland Bank operation is worthy of note, not only with shortages of good calibre clerical staff and the sky-high cost of accommodation in London, the bank decided to relocate some of its departments. Mr John F. V. Lonsdale, district staff superintendent for the Midland Bank's Sheffield region, said the bank undertook a survey to find, among other things, good communications, a good postal service, availability of suitable office accommodation at realistic rents, and the right quality of clerical labour.

Mr Lonsdale said: "Sheffield met all these criteria and we started this exercise in 1973. We wish we had done it years ago." In August 1973 a pilot scheme of relocation involving 90 jobs in the bank's credit clearing operation was carried out in six weeks and was an unqualified success. Two other departments from the bank's overseas operation have been relocated at Sheffield, providing another 140 jobs and this is being repeated by moving other work covering other aspects of financial paper transactions.

The bank's registrar's department is to be relocated so that by March 1975 450 Midland Bank employees will be fully operational in the

city. About 45 key personnel will have been brought from London by the end of the exercise and the 25 or 30 who are already there are without exception extremely happy in their work, their homes, their social life and their families' education facilities.

Let it be thought that Sheffield is turning its back on everything except office work, let me say that the city is still very much interested in the new technologies. Electronics and plastics are two that the city would welcome with open arms. Service industries are another field where expansion is desirable. To meet this requirement, the new Industrial Development Office provides a selection of industrial sites, all within easy reach of the motorway network—a great selling advantage—together with small factory units to encourage selected companies to come to the city and create the beginnings of what will turn out to be substantial enterprises. Some 65 have already been let and 30 more are being built.

Following the line of the Yorkshire and Humberside Economic Planning Council, Sheffield would prefer to attract companies which have their headquarters in the city, so that expansion that may come about generates more jobs and more financial and economic activity within the area.

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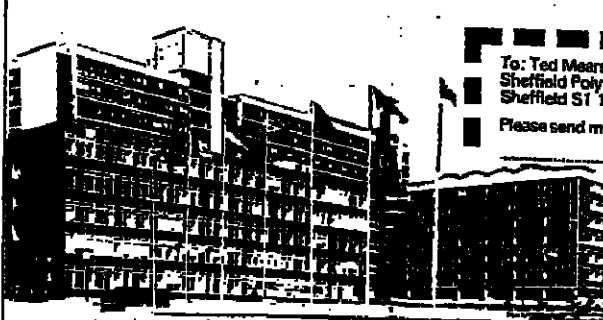
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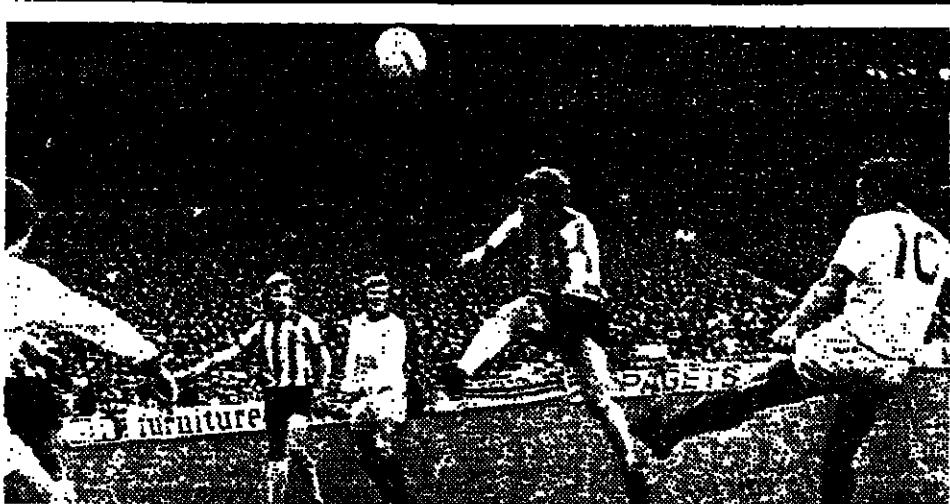
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Sheffield United in action against Liverpool at Bramall Lane, where a long tradition came to an end when Yorkshire Cricket Club discontinued playing there.

Golf booms in football gloom

by John Young
Planning Reporter

The biggest sporting disaster to hit Sheffield in recent times was the closure last year of the historic county cricket ground at Bramall Lane. The reason was the decision by Sheffield United Football Club, who owned the ground, to

build a new stand across the cricket pitch.

Cricket in Yorkshire still commands the sort of faithful following that has largely disappeared in most other counties, and there is no doubt that the loss of Bramall Lane was taken hard. Although the headquarters had long since switched to Headingley in Leeds, and although the county this summer was able to play three matches at a ground owned by the Abbeydale Sports Club, a great tradition was felt to have come to an end.

Another cause for lament has been the decline of the city's two great football sides, United and Wednesday. For some reason rugby, either the union or league variety, has never really caught the imagination of Sheffielders. Although the city lies on the geographical edge of the stronghold of rugby league, it has never had a professional side. Rugby union is being played more in the schools, but there are still fewer than six club sides.

Association football, however, has its very roots in Sheffield where the first football club in the world was founded in 1857. To a greater degree perhaps than in Manchester, Glasgow, or Liverpool, the morale of a large part of the population is governed by success or failure in the league and the Cup. Although United have made a fair start to the current season, Wednesday—the great Wednesday—are languishing near the foot of the second division.

Neither side has won a big trophy since the war or qualified for a place in European football. The situation has been made more bitter by the outstanding success of neighbouring Leeds United. Leeds, it is gloomily pointed out, is a city with only one professional club and where a lot of people waste their energies on rugby.

Feeling, however, is probably less intense than it would have been in the old days when Saturday afternoons at Bramall Lane or Hillsborough were almost the only sporting outlet for a majority of the inhabitants. Increased prosperity has brought a growing in-

terest in participant sports.

The half-dozen golf clubs and three municipal courses are nothing like enough to satisfy demand. A regular problem on many housing estates is broken windows from golf balls struck by teenagers who have nowhere else to practice. The city authorities are looking at the possibilities of building new courses on some of the derelict land in the Don Valley.

Another serious deficiency is in facilities for water sports such as sailing, canoeing and water skiing. Until now the local water authorities have been reluctant to open reservoirs to the public. But it is hoped that, after their reorganisation and ministerial encouragement, they may take a more enlightened attitude.

Fishing is a traditional Sheffield pastime, and every weekend car and coach loads of anglers head for the rivers, mainly in Lincolnshire and the east Midlands. Bowls is also popular and not only among the elderly. Recent floodlit matches have featured teams of teenagers taking on and regularly beating the pensioners. The international successes of local athletes, like John and Sheila Sherwood have also fostered enthusiasm for track and field sports.

The city's recreation department has a budget for the current financial year of £2.3m. According to Mr John Bower, the manager of outdoor services, it aims to provide something for everybody ranging from a municipally owned football pitches to a plastic ski-slope and motorcycle scrambling in a city park. There are proposals for a big new sports complex at Darnall and for other indoor centres, possibly attached to the two main football grounds.

But perhaps best of all about Sheffield is the close proximity of the Peak National Park. A depressed Wednesday supporter who finds that neither bowls nor fishing can alleviate his gloom, can always get away from it all on the high moors where the wind blows across one of the most beautiful landscapes in Britain.

Swedes sail in for music and a match

"To the astonishment of many", in the words of the official handbook, Sheffield is now a conference centre ranking seventh in the country. Entrance to this rather exclusive circle has been achieved by hard selling and maximum use of the city's assets. It has been an integrated effort, fully backed by the city council and has contributed by way of the conference grapevine to laying the ghost of "the most polluted atmosphere in Europe".

If Sheffielders can be forgiven for being a little blasé about interest in the model city shown by architects, sociologists and conference delegates they will certainly be aware of the impact of the international conference of soropointists booked for July 1975. Two thousand delegates from several countries will descend on the city, testing its bed capacity severely.

"Fortunately, when the university is down we have 2,000 beds available at a very cheap rate", Mr Peter Wigley, the city's publicity officer, said. "But perhaps some delegates might like to stay in country hotels in the Peak District." Sheffield played host to 130 conferences in the first half of the year and that figure is expected to have risen to 300 by the end of the season, a record.

"Until the last two or three years 500 delegates would have constituted a big conference. Now we are getting quite a few in the 1,000 bracket. We have now appointed a conference officer to deal with the demand", Mr Wigley added.

When a conference is first mooted, the publicity department will often have a representative sitting in on the working party, who advises on the social and women guests' programmes. "We make arrangements for the delegates. What goes on inside the conference hall is up to the organizers", Mr Wigley said. Delegates receive literature and are given the free services of couriers for tours.

The civic reception is the city's public relations bonus.

Delegates are welcomed by the Lord Mayor at the town hall and are then often taken for cocktails to the Capitan Art Gallery. They then move into a marquee on the lawn outside to eat and dance to music from the bandstand.

But while some enjoy the staid conference round, others are in the city only for the football and they come all the way from Sweden for it. At the Sheffield exhibition in Gothenburg three years ago, promoters talked football with the Swedes between business sessions and found that they had come away with a tourist business. The Swedes arrive in parties of about 200 at intervals throughout the soccer season. They are met at Immingham Dock by the taxi proprietor Mr Norman Hattersley.

"We took a couple of old cabs across to Sweden as a gimmick and found that the Swedes were mad about English football", he said. The Swedes arrive on the Friday night, and Saturday morning shopping and in the afternoon they are taken to a match in the region, which may be Manchester, Leeds, Derby or Sheffield United or Wednesday. On Saturday night they can go on a pub tour or to an old-time music hall and on the return trip to Immingham a detour is sometimes taken to an attraction like Lincoln or The Dukeries. The weekend cost them £20 a head, including two nights in the modern Hallam Towers Hotel, trips and a stand ticket at the match.

In the past fortnight phase two of operation airlift has been put into action whereby 44 German industrialists interested in expanding into the Sheffield region were flown from Bonn, saw sites in the city and attended a seminar on such subjects as British industrial law and government incentives.

A measure of the success that such enterprise can bring is the £250,000 order won by a local company after the Gothenburg trip.

J.F.C.

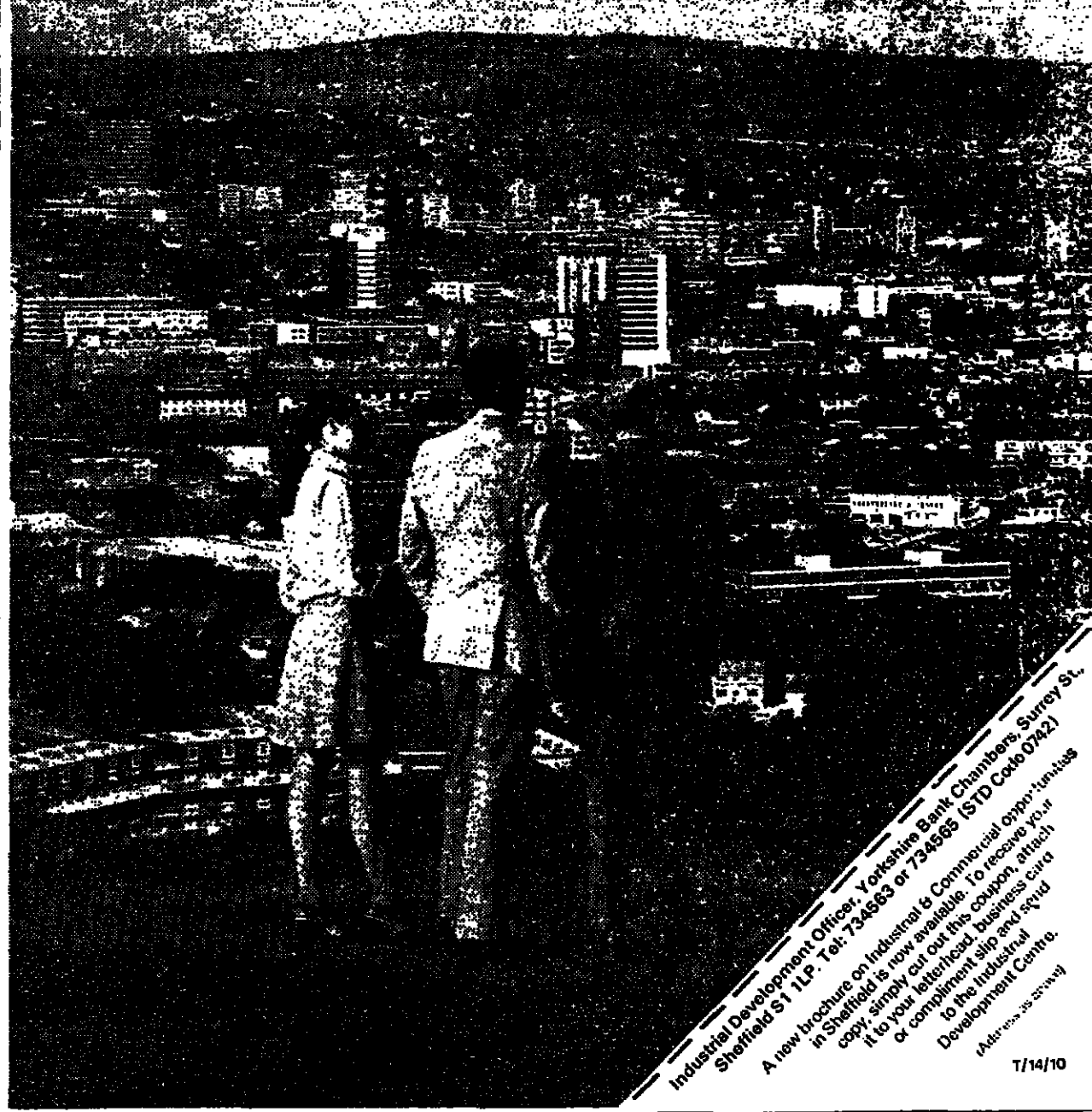
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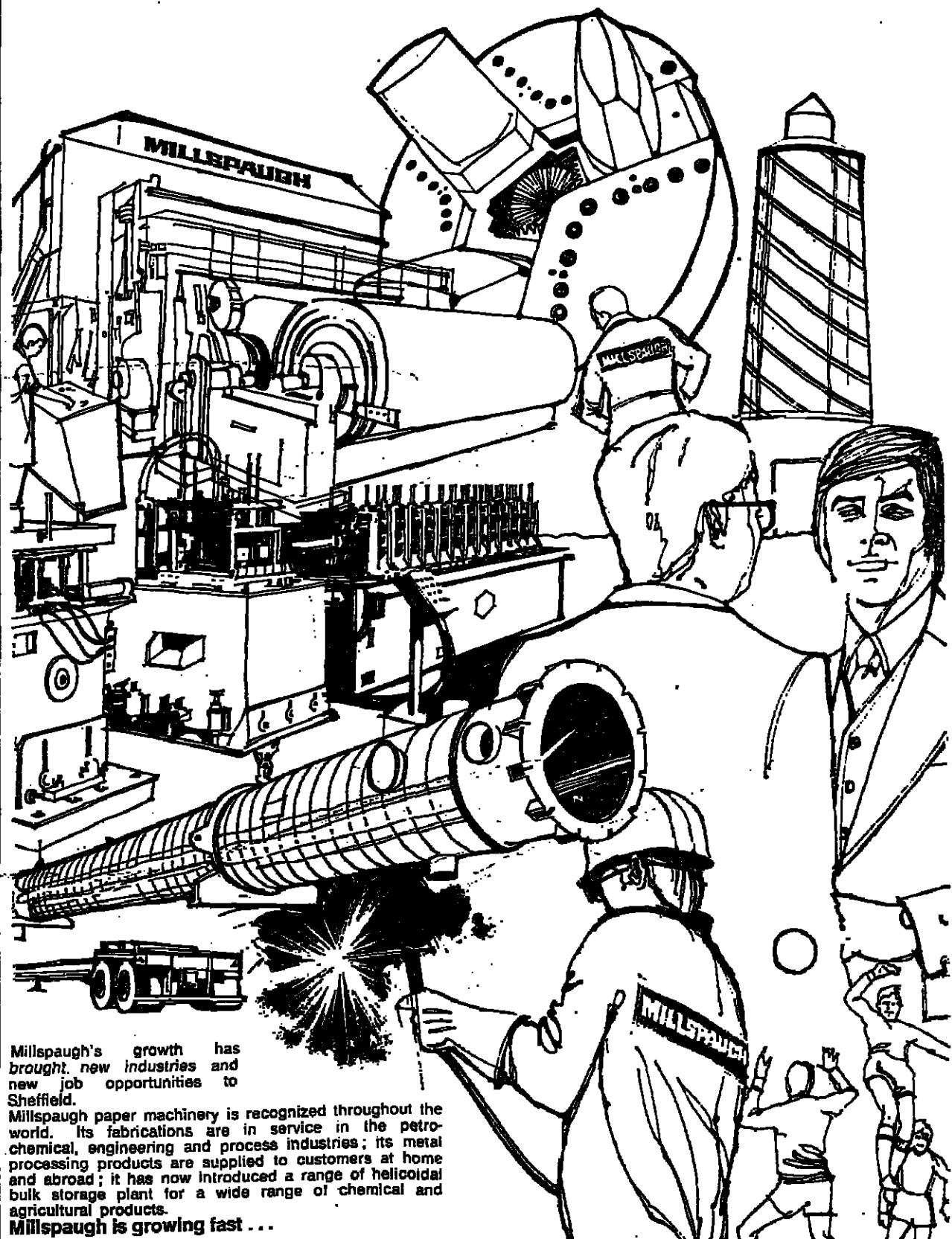
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Now for something completely different—Indian and American vistas in Yorkshire

by John Young

English provincial cities, for all their undoubted solid virtues, are not usually very exciting places to visit. Slum clearance and clean programmes may have removed some of the grimmer relics of the industrial Revolution, but the rebuilt city centres are often depressingly unimaginative, with box-like office blocks isolated from each other and from the surrounding community by inner ring roads which give less trouble to councillors than providing an imaginative up-to-date public transport system.

New housing estates are frequently cold and characterless, cleaner and perhaps more comfortable than the mean, shabby terraces they have replaced but unable to impart any sense of community to those who, for lack of any alternative, are forced to live in them.

But Sheffield, at least to the first time visitor, is different. The spur road sweeping in from the M1 motorway offers a dramatic and unexpected vista: if the analogy is not too far-fetched, there is something reminiscent of Caracas about the way the city climbs up the fringes of the Pennines, with the brooding moors beyond like miniature Andes.

There is something very American, too, about the close-clustered "downtown", thrusting itself at you almost the moment you leave the highway instead of, as in most English cities, lurking amid a maze of sullen suburban streets and endless traffic lights.

Inevitably, up on the hills nearby, the first buildings to catch the eye are the

great ramparts of Park Hill, which razed huge areas to rubble and so showed how the city might look if it were opened out and full advantage taken of its geography. Rebuilding thus took the form of clusters of new buildings of varying heights, making maximum use of the hillsides so that, for instance, a tower block of flats might face out over a valley on one side, while from the back the view would be of trees, grass and streams at the same height as the windows.

It may not always have worked out quite as the architects first intended, but the general impression of modern Sheffield is of a remarkable amount of green open space with fairly few ugly buildings marring the skyline. The general policy has been to concentrate residential development up on the hills while industry remains in the valleys, thus effectively creating the separation which Victorian cities, because of their haphazard growth conspicuously lacked.

With most of the worst slums now demolished, the council is moving away from the concept of wholesale redevelopment and has designated a number of general improvement areas in districts like Darnall, Spring Vale and Ellesmere, where houses can be rehabilitated.

But easily the most exciting new project is at Mosborough, on the south-eastern edge of the city, where the council is creating a series of 18 linked communities, each housing some 5,000 people.

Additionally, a main centre will be built at Waterthorpe, with shops, supermarkets, recreational facilities and a college of further education.



The Gleadless Valley housing development is built on a steeply sloping hillside only one and a half miles from Sheffield city centre.

Two local radio stations riding along on the crest of the air waves

by Anthony Charles

Radio Hallam, Yorkshire's first commercial radio station based in the heart of Sheffield, went on the air two weeks ago amid £20,000 worth of publicity.

The new station needed all its initial advertising. Its rival, BBC Radio Sheffield, has been broadcasting from a converted house about a mile out of town for the past six years, and after an uphill struggle for the first two years, has slowly established itself in the life of the community.

The BBC did not intend to let the newcomer hog all the publicity. The seven

days before Radio Hallam's opening were declared BBC Radio Week; special broadcasts were laid on and the BBC had its own advertising campaign, much of it aimed at reminding people what a friendly and well established crew they had at Radio Sheffield. Like part of the family, it said.

Ironically, Radio Hallam's campaign was founded on names which in the past were made famous by the BBC.

Mr Keith Skues, formerly editor of Radio 1, and before that pirate radio announcer, Radio Luxembourg presenter and British Forces Broadcasting pro-

ducer, is Hallam's programme director. With him are two other former BBC men, Mr Roger Moffat and Mr Johnny Moran.

They are working from a purpose-built studio suite adjoining the offices of the *Morning Telegraph* and *The Star*, Sheffield's two daily newspapers which are two of the interests in the consortium behind Radio Hallam. One of the others is Yorkshire Television.

It is expected that the station will cost about £350,000 to run in its first year, but even so it is unlikely to face the difficulties that the BBC local station had in its early days.

Restricted to broadcasting only on VHF—at a time when not many people had VHF sets—and just as restricted in its spending—despite £100,000 from the city council to help out—Radio Sheffield struggled to gain its foothold. Undoubtedly it will struggle to keep it.

Sheffield itself is somewhat bemused to find that it now has two radio stations—and at the same time pleasantly surprised. There has for some time been a feeling that regional television serves the city badly, is too Leeds oriented and even sometimes deri-

sory in its references to Sheffield.

Unknown to many people there is an experimental television service in the city which has been operating for just over a year.

Cablevision sends out BBC and ITV programmes to 30,000 homes in Sheffield by cable. As well as relaying other people's programmes, it also initiates material of its own. Five nights a week it puts out a local news magazine programme which can vary between five and 20 minutes.

By national or even regional standards, it is a modest enterprise, but Mr John Brand, Cablevision's

Sheffield manager, is confident that the experiment will succeed and expand.

"I think that by the year 2000 people will wonder what those silly things called serials were for. At the moment we are not allowed to raise revenue, take advertising or charge a fee for the service other than the normal rental for the television sets. The only query will be how the Government will ultimately decide we are to be financed. That's up to the politicians."

Watching and recording the various moves to win papers and viewers are encouraged the Sheffield area to think of itself as a

region, and the *Telegraph* dropped the name *Sheffield* and substituted *Morning in its title* a few years ago. Both have had success in recent years in campaigning journalism.

The *Telegraph* is strong on business, commercial and industrial matters, and even stronger on property and house-buying with a Saturday morning property guide supplement. *The Star* aims for an all-round news coverage, but recent emphasis has been on its entertainment pages.

Both papers are produced on the same plant, although they have separate staffs and an ambitious reorgan-

ization scheme is in progress. It includes changing to photo-cutting instead of the traditional typesetting. The change has not been without its problems. The Saturday night sports edition, *The Green Un*, has come off worst; it has failed to appear in recent weeks because of production snags. Some difficulties, the management explained, were unavoidable in such a major upheaval in the works. Whatever the local difficulties, with two newspapers, two radio stations and what may be the start of a television service of its own, Sheffield is better off for news outlets than it has been for a good many years.



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RE-BALANCING THE FRENCH LEFT

It is in some ways easier to recover from a decisive defeat in an election than from a very near miss, especially when a mandate for seven years is at stake, more especially still when it is a presidential election in which success depends to a large extent on the personal charisma of your candidate, and he happens to be nine years older than his successful rival.

The British Liberals, who used to find it difficult to keep alive for seven months the feeling that victory was within their grasp, should have an inkling of the problem faced by the French Socialists after the presidential election of last May, which by a one-per cent margin installed Giscard d'Estaing in the Elysee for seven years (with the possibility, not probability, that he will then seek reelection for a rather seven).

The Socialist revival in France the past five years has been more spectacular than the liberal revival in Britain, and is perhaps in almost as great a danger of providing ephemeral, cause its electoral strategy is more ambiguous. It has to be the support of the Communists on the one hand, and of a vague middle-of-the-road electorate which is suspicious of communism on the other hand.

The by-election results a week ago, and the various reactions which have followed, illustrate a point perfectly. Those results are a resounding success for the Socialist Party and for its satellite group, the Left-wing Radicals. They won two seats from a ruling majority, and in a third seat the Socialist candidate in the Gaullist unexpectedly

close. In all three cases the candidate of the non-communist left won on the second ballot with a total vote higher than the combined total achieved by himself and the Communist on the first ballot. In other words, the Communist voters had dutifully switched to the "left-wing candidate best placed by universal suffrage," according to the time-honoured formula, and he had managed to attract a further fringe of floating voters as well. But in the fourth by-election, where the Communist was ahead of the Left-wing Radical on the first ballot, his total vote on the second ballot was less than the combined score of the left on the first, and he failed to win the seat.

These results suggest strongly that Mitterrand has succeeded in the aim which he set himself when he took over the leadership of the Socialist Party three years ago—that of "re-balancing" the left so that voters could have confidence that the non-Communist element would not be overpowered by the Communist Party when they were in office together. This is essentially a victory over the Communists, yet it has been gained by Communist help. Mitterrand is embarrassed, but can hardly be surprised, to find himself being congratulated on it by the right while the Communist leaders are heard to grumble loudly.

His supporters are apparently not too worried by these grumbles, which they say are intended for internal Communist consumption on the eve of a party congress. No doubt this is true, but it is none the less significant for that. For a Communist leader to admit publicly that "comrades

are asking questions about our strategy" is a fairly rare occurrence. It must be taken as a warning to the Socialists that the Communists will not indefinitely be able to impose the alliance strategy on their own militants, if the benefits of it appear to go all one way.

Mitterrand, however, is by now quite used to walking a political tightrope, and continues to march along it as if it were a broad pavement. Further steps were taken this weekend with the "assises du socialisme", a conference which brought together the Socialist Party with various other groups that supported Mitterrand's presidential candidature. One object of this conference was to prepare for a merger between the Socialist Party and the more radical (and ludicrously misnamed) Unified Socialist Party (PSU). Unhappily this idea was rejected by the majority of the PSU a week before the conference met, but a minority led by M. Rocard, the PSU's former leader, will probably re-join the Socialist fold.

Perhaps a more important purpose of the conference was to cement the alliance between the Socialist Party and a section of the non-communist trade union federation, CFTD. This organisation is strongly wedded to the doctrine of workers' control or self-management (autogestion), and one effect of the conference has been to commit the Socialist Party to a "projet de société autogestionnaire", which has already been praised by no less an authority on the subject than Mr. Edward Kardelj, the right-hand man of Marshal Tito, as pointing a new direction not only for France but for the whole of Europe.

Assisting house purchase

From Mr. Gordon Hughes
Sir, Father Byrne's letter (October 8) points to several different aspects of the difficulties encountered by young or poor households wishing to buy a house. This does not imply that there is no way in which these households can be assisted to purchase. Certainly, a marginal reduction in the mortgage rate is not the solution. On the other hand there are several new types of mortgage which would allow the vast majority of low income families to buy if they wished. These are examined in detail in my report "Inflation and Housing" for the Housing Research Foundation.

The most promising scheme is one in which the household agrees to pay a fixed proportion of the head of household's earnings until the loan is repaid. Under it someone could borrow four times his earnings by repaying 16 per cent of this income—after taking account of income tax relief—each year. This loan would be repaid within 25 years even if the rate of inflation dropped to only 5 per cent per annum. The reason is that during this time the borrower's income will have risen to over four times its original level. At present this means that a mortgage can be an immense burden initially but its real cost declines as time passes. Instead my scheme eases out the real burden of house purchase.

Further, my figures assume a realistic mortgage interest rate, say 12 per cent, and a return to building society depositors—eg. if inflation was a steady 12 per cent the mortgage interest rate would be 14 per cent. Thus the building societies would be able to attract the funds to make these additional loans. Builders would also be able to plan on the basis of a steady demand for new houses without great swings from mortgage feast to famine.

A scheme such as this it would be possible for 90 per cent or more of all households to buy their own house by paying less than 18 per cent of their income. Finally the scheme would cost the Government somewhat more than conventional mortgages in the early years, but this cost would be much less than the cost of alternative methods of subsidising housing for low income families.

Yours faithfully,
GORDON HUGHES,
Faculty of Economics and Politics,
University of Cambridge,
Sidgwick Avenue, Cambridge.

Gibraltar and Spain

From the Chief Minister, Gibraltar
Sir, Your Special Report on Gibraltar in your issue of September 30 contained "A Spanish View" by the chief London correspondent of EFE. The other articles in the report are, in fact, reports; only the Spanish view is a direct exposition of one side of the case. It would have been useful if the Gibraltar side had had a similar opportunity.

May I therefore briefly state the essential points of the Gibraltarian case? We are British subjects in a territory which has been British for 270 years. To describe us as an artificially imported population is absurd. We are a permanent community with a distinct identity as Gibraltarians who, though numerically small, have had our homes in Gibraltar for several generations.

The British Government cannot hand us over to a foreign country against our wishes and have to so again at the United Nations only yesterday (October 2). The Spanish Government denies that we have any right at all to express any wishes and claims to protect our interests—but the Spanish Government is to be the arbiter of what a special regime for Gibraltarians but no details are disclosed.

There is only one possibility of a solution—the restoration by Spain of normal civilised relations between the two peoples and a genuine rapprochement if the wishes of the people do not count, as Spain alleges, and if these wishes are only an excuse for Britain to hold on to a military base, why does the Spanish Government maintain its economic blockade of Gibraltar now in its tenth year—if they try to make the Gibraltarians change their minds? They are not going to.

Yours faithfully,
JOSHUA HASSAN,
Office of the Chief Minister,
Gibraltar.

The Katyn memorial

From Mr. Louis FitzGibbon
Sir, It seems that some confusion has arisen from the Katyn memorial discussion. Both Mr. Loasby (Sept 24) and Mr. MacMaster (Oct 5) suggest that Brompton Oratory would be a better place for this monument. Before offering that which is not yours, they replace him with the name of Lord Carrington and Mr. Prior, who pressed him into that election? Or do you choose for guide Mr. Whitlaw and Mr. Francis Pym who until February held out against a confrontation election on who should democratically govern?

That is why Conservative policy comes into the leadership question. In the next few days, or possibly weeks, the main critics of Mr. Heath will be from the Powellite fringe of the Conservative camp, with support from those who see their majorities slipping away from under them. Before they get rid of Mr. Heath and dress a new man in the mantle of leadership, Conservative MPs have to decide not simply what they want, but also what the country wants in terms of policy, orientation, or even the place that Conservatives will occupy in British, rather than narrowly English, politics.

Meanwhile, Mr. Heath, whether he goes or stays, has held on to a bridgehead from which the Conservative Party has reasonable hopes of breaking out at the next general election. By his theme of national unity, though it was left far too late to stand any chance of prospering electorally, he has prepared the ground for the next trial of strength in two years' time. Whether the leader be better able to exploit that ground? Or would the new leader abandon the ground altogether?

Planning to meet world shortages

From Sir Alan Cottrell, FRS
Sir, Although it appears physically possible that the world's growing peoples could be fed for a few more decades, the actions being taken to bring this about are inadequate for the task. The world seems bent on proving Malthus right, before the end of this century. Shortages of food will be the major problem, but it will be intensified by shortages of energy, water and other basic materials. These shortages will be expressed through greatly risen commodity prices, so making it impossible for the poorer countries, and difficult for the developed ones, to meet quite elementary needs.

Britain could escape this Malthusian fate but it is possible that we shall not in fact do so, because our national leaders, unlike those of several other Western countries, do not appear to realize the precarious position of this country in the world today. We have been exposed for the past three weeks to endless speeches about national crises, distracted by false panaceas and spurious logic, but have heard practically nothing about the preparation for the coming world situation. It seems to be assumed that the world will charitably continue to favour us with a disproportionate share of its dwindling resources and that, in consequence, there is no need for us to make any plans for survival in the coming age of scarcity. We are indeed the successors of King Canute and Ethelred the Unready.

Yours faithfully,
ALAN COTTRELL, Master,
The Master's Lodge,
Jesus College,
Cambridge,
October 11.

From Lord Evans of Hungerford
Sir, You hesitate to question any of the deeply pondered conclusions of your leaders, particularly in the case of your issue of October 8, a three column magisterial statement on "Can Social Democracy Survive?" I would only venture the suggestion that, apart from some references to international inflation, your deal with the world is as domestic as a cat. "That the capitalism that was left by the Attlee Government, castrated capitalism, is not an effective way of running a society".

Nowhere in your long leader is one mentioned. Yet the major factor facing us today is not what Attlee is alleged to have done in 1945 but the crippling of America, Europe and other parts of the world by the unprecedented oil situation. It is of interest that on the day after your leader your correspondent, summarising the Washington Press, Ford's admirable speech, refers to his determination to cut oil consumption. The estimates of savings are formidable.

The ordinary citizens of this country are anxious to help. Why do we not cut fuel consumption in private cars, and restore the speed limit, thus saving fuel and lives? Many of us are convinced that there is no constitutional crisis but a people, with few exceptions, ready to help if shown a way.

Yours faithfully,
EVANS OF HUNGERFORD,
House of Lords,
October 10.

From Lord Alport
Sir, It is the unusual illusion of politicians, particularly on the morrow of an exhausting campaign, that the British electorate resents being asked at too frequent intervals how it wishes to be governed.

True, it finds the contemporary methods of conducting political campaigns rather tedious and often irrelevant. It is not much concerned with the small print of party manifestos, nor is it impressed by the

Electoral reform

From Mr. Robert Newland
Sir, I find it difficult to follow the logic of the letter from Professor Lord Kahn (October 11).

He mentions proportional representation (PR) and the single transferable vote (STV) as if they were mutually exclusive. In fact, STV is a method of election, PR is an attribute, a consequence, both of STV and of the continental party-list systems.

He advocates the French second ballot, which is merely an inefficient form of Australia's alternative vote, on the grounds that it would help third parties. But experience suggests that these methods could lead to more, not less, polarization. They certainly do not give PR.

There is no method of election in single-member constituencies which can guarantee representation to more than half of those who vote. Electoral reform is required merely to improve the representation of small parties.

The first requirement of democracy in which Lord Kahn tells us he believes is a system of multi-member constituencies returning say five members in the towns, and three members in the country. Only with seats to be shared can most electors be represented.

Penal reform

From Mr. Peter Nettleton
Sir, Dr. E. L. Hobbard seems to suggest (September 28) that the opinions of police officers on sentencing, when guilt has been admitted or proved, should carry at least equal weight with those of probation officers, whom he appears to see almost invariably as mere pleaders for leniency.

Dr. Hobbard seems to miss the point that police officers, unlike probation officers, are not directly concerned with the sentencing stage of court proceedings. It is generally accepted that, in the event of a conviction or admission of guilt, police participation in the sentencing process is of little value.

Dr. Hobbard appears to regard the matter as a higher court has recently stated that it is proper for probation officers even to suggest the actual sentence in a magistrates' court. The Committee on the Business of the Criminal Courts (1961) and the chairmanship of Mr. Justice Streetfield, when considering the likely effect of sentences started (paragraph 344), "we have no doubt that where a probation officer is reporting to the court

Alleviation of job monotony

From Mr. J. Gombinski
Sir, Mr. Clayre in his letter (October 11) dwells upon social evils of job monotony without even alluding to its well proven technological remedies. For some years now these are being adopted in many European countries, notably Sweden, generally under the name of Group Technology. Researchers, consultants and governments have participated in its promotion. In the essence it consists in arranging production facilities in groups (of machines or equipment) operated by teams of workers who—as a team—are responsible for a multiplicity of jobs culminating either in production of families of piece-parts or in assembly of identifiable entities such as motor cars or bicycles.

The repetitive work is eliminated and a high degree of job satisfaction is achieved. In this respect Mr. Clayre's opinion that "productivity and satisfaction in work show no correlation" contrasts with that of the workers in this field and also with the main conclusion of a study commissioned by the Department of Employment (October 7) which was that "job satisfaction and efficiency are correlated in such a way that neither could be achieved without the other".

The method is currently the subject of an international survey, sponsored by the ILO and carried out by Professor J. L. Burbridge of the Management Training Centre, Torino. The final report is expected shortly. The interim findings are evidence of a recent expansion of this production method. In this country it is reflected in 89 known projects which 39 are actual applications in various stages of progress, some dating back to early 1960s.

Yours faithfully,
J. GOMBINSKI,
12 Lancaster Road, N6,
October 12.

Dr. Vitali Rubin

From Professor R. F. Atkinson and others
Sir, We write as professors in the Philosophy and Oriental Studies faculties of our universities to draw your attention to the now desperate plight of our colleague, Dr. Vitali Rubin, of Moscow.

A senior researcher in ancient Chinese philosophy at the Moscow Academy of Sciences until early 1972, he was dismissed his post when he applied for a visa to leave the Soviet Union for Israel. He is refused permission to leave on the ground that he is a great specialist in the field of Chinese philosophy, but has never his professional notes; were confiscated when the KGB ransacked his flat, and he has been gradually forced to sell his library to make ends meet.

He has several times been arrested without pretext, most recently in order that he should be out of the way during the visit of President Nixon to the USSR. In August he had a heart attack and at 6.30 am on September 3 the KGB finally arrested him in order to charge him with parasitism. This charge has been threatened since June, although it is quite clear that the reason Rubin is not working is because the authorities refuse to allow him to be employed.

If Rubin is tried and sentenced to serve in a strict regime camp—the standard punishment—it is extremely unlikely that he will survive to be released.

We appeal to the Soviet authorities to harass our colleague no longer, but to let him leave with his wife Ines for Israel, where he may continue the pursuit of his studies in peace.

Yours faithfully,
R. F. Atkinson, York; Alfred Aver, FBA, Oxford; Ronald J. Butler, Kent; Roy Edgley, Sussex; J. L. Evans, Cardiff; A. C. N. Flew, Reading; A. C. Graham, London; D. W. Hamlyn, London; Jonathan Harrison, Nottingham; C. Lewicki, Manchester; A. W. K. Mondle, Bangor; Peter Niddich, Sheffield; G. H. R. Parkin, Reading; D. Z. Phillips, Swansea; A. Phillips Griffiths, Warwick; Ninian Smart, Lancaster; P. F. Stead, Oxford; J. C. T. Thorpe, Surrey; W. H. Walsh, FBA, FRS; W. W. Watkins, LSE; A. G. Wernham, Aberdeen; Peter Winch, London; Alan R. White, Hull; David Wiggins, London; Richard Wohlheim, FBA, London; and 41 readers and lecturers.

Staged traffic jams

From Mr. Antony Tuckey
Sir, Charles Lewsen suspects that Peter Nichols is the first dramatist to have staged a play out of a traffic jam. His suspicions are well founded. The idea was perceptively and wittily staged by Alan Ayckbourn some ten years ago in his play *Standing Room Only*. Yours, etc., ANTONY TUCKEY, Artistic Director, Liverpool Playhouse, Williamson Square, Liverpool, October 5.

By any other name

From the Reverend John McLeish
Sir, I have the pleasure on the odd occasion of entertaining delightful nieces and nephews here at the presbytery—all in the age range of seven to 10 years old. I am rather proud of my record of collection but have been increasingly puzzled lately interpreting their requests for "The chocolate advert" (Beethoven's *Pastoral*); "The cigar advert" (Mozart 21); "The Hovis advert" (Dvorak's *New World*).

As today was polling day, they were on holiday and played me a visit. During the course of the morning I bought some postage stamps—the new Churchill issue. Rather sadly, I thought, the youngster of eight looked at the stamps and asked "Who's that?" but 10 minutes later was delighted when she heard the latest "Wombles' Manner"—I was playing Mozart's "Jupiter".

Yours sincerely,
JOHN MCLEISH,
145 London Road,
Macclesfield, Cheshire,
October 10.

THE NATION OF PEACE FOR THE NUCLEAR AGE

asked to name the qualities that were common to Stalin, Molotov and most people would have some ready answers. That they were men of peace would scarcely occur to a respondent and might be met with astonishment if it were asked; yet all three were among the list of those who have been recommended for the Nobel prize.

The committee that awards these prizes has always had to t through recommendations that are submitted to it and in any cases, no doubt, well planned campaigns have been undertaken in favour of particular candidates. Faced with evidence it is in no position to check and with a body of support the recommendation that is impressive and an occasional useful decision is bound to be made. But last year's choice of Dr. Kissinger and Mr. Le Duc of North Vietnam, the negotiators of the agreement that was opposed to bring peace to Vietnam, suggested that the award had broken loose from its original intention. By this token any nominees to a peace treaty would qualify. The choice of Mr. Aki Sato, the Japanese Prime Minister in office before Mr. Aki, confirms the doubts I have expressed last year.

Certainly Mr. Sato's award will evoke anger in Moscow and Peking. That could be disregarded if the choice were warmly supported in other less prejudiced countries. But it has met with astonishment among all

those who are informed, not least in Japan itself. To criticise this choice is not in any way to deny Mr. Sato's status among Japan's post-war Prime Ministers. The choice is nevertheless so untoward that some other explanation for it must be found than simply in Mr. Sato's attainments while in office. This would not be the first time that the choice—and not only of the peace prize among Dr. Nobel's legacies—has fallen on an individual outside the western world for the very good reason that it is felt that far too many past recipients were from the West and almost none came from the rest of the world. The argument has progressively gained force for scanning the world scene for wherever service to peace may be found, equally with scientific endeavour or literary achievement.

The motive force in this year's award would seem to have been a national one. Japan is the one country to have suffered the horror of nuclear bombing. The post-war occupation imposed on Japan what is called a "peace constitution". The Japanese have accepted this and despite common charges of militarism made against them can point to their pacific record in international affairs over the past quarter of a century. In which case—the thoughts would seem to run—it is time that this national record was given some recognition and that a Japanese was found to be deserving of the Nobel peace prize. The arguments—if these

were the ones that put the impetus behind the campaign in support of Mr. Sato—are deserving ones: the individual choice has not been a happy one.

The record of Nobel peace prizes includes many years when no awards were made. Another common habit has been to give the award to bodies such as the Red Cross or the UN Children's Fund. Criticism dates far back to the days when a case was made against Theodore Roosevelt on the grounds that no statesman should be considered. Which names now, one might ask, suggest themselves as the contemporary equivalents of Lord Cecil of Chelwood and Sir Norman Angell? When one puts such a question one is driven to the conclusion that the world in which Dr. Nobel drew up the terms of his prize in 1895 no longer exists. The campaigns Lord Cecil and Sir Norman Angell waged have long since been absorbed into our modern consciousness. Yet in one sense Dr. Nobel's stated concern is precisely reflected in our own day. He believed that the destructiveness of the high explosives he manufactured would make war impossible. His prize was meant to further that awareness. Two world wars later we are rightly saying that nuclear weapons must now make war impossible. At least Dr. Kissinger has a good claim to be a zealous guardian of the peaceful coexistence in which world hopes must now depend.

David Wood should the Tories find a new leader?

as always certain that Mr. Heath, out of any public prompting from one of his more obscure backers, would have to consider resigning as Conservative leader if he lost Thursday's election. Ironically, the Conservative Party much more brutally dismissive of leaders who disappoint its electors of power than the Labour Party, and Mr. Heath has led it into defeats in the four general elections since he took command in 1965. Above all, he chose the day and the occasion for the runny election of 1974, and still he then threw away, by mismanagement, an 18-months' lease of servative power; and if he decides to sacrifice himself now, or forced out, he will be paying the price for February's folly rather than for October's surprisingly narrow failure.

et it is going to be easy neither Mr. Heath nor his party to come decision on a change of leader, and its timing. The grounds have altered, and the complicated processes of party democracy, supplanted the secret caballing of a Conservative leader's usual and the choice of his successor.

Mr. Heath was the first Conservative leader to be elected in a ballot—the Conservative private members' committee (the 1922) in the use of Commons. If he is to go, he must offer his resignation to them, the committee must say that he longer commands their confidence and that they want to choose a new leader. In fact, the rules for a Conservative leader's election, as signed by Sir Alec Douglas-Home the time of his own resignation in 1965, do not provide for the process of dismissal. They assume an unsuccessful leader will

know in his bones when he is, not wanted, and will do the gentlemanly thing. It follows that the initiative must come from Mr. Heath, and a damaging campaign of no confidence from the 1922 committee's executive, speaking in the name of an overwhelming majority, of their backbench members.

Of the two parts of this alternative, the first is eminently better. Mr. Heath is entitled to wait until the will of the 1922 Committee has been made clear to him by processes of consultation, so that he may dismantle himself of leadership with dignity, without committing his ability to continue to serve, as Sir Alec did, under the new Elijah. But beyond that point the argument is against delay. Mr. Heath ought not to face the new House under fire from his own rank and file as well as under fire from Mr. Wilson in his role of judge and jury on who shall lead the Conservative Party. Parliament and the country, besides the Conservative Party, need the service of Mr. Heath in a thin day for statesmen, and if he steps down, he should not be destroyed or broken. He has walked the international stage, and he will be needed there again.

So far, I have assumed (not without reason) that both Mr. Heath and the Conservative MPs will be preoccupied now with the question whether a new leader is necessary or desirable. Yet it is a question that leads straight to other questions. Granted that Mr. Heath has leadership deficiencies, who on the Conservative front-bench promises more success than he? Since leaders cannot be divorced from policy, what policy changes are implied by any search for a new leader? And is there not a danger that the Conservative Party, agitated to regard itself as the natural ruling party, hears on Mr. Heath the blame for electoral disasters or failures that have to do less with leadership than a shift in electoral power and social power in Britain, a shift so cataclysmic that the Conservative Party has become electorally the English Party and an electorally ageing English Party at that? Does the Conservative Party, after 20 post-war years, represent any particular interests or group of interests in the State, or any electorally viable block of voters?

Mr. Heath has his faults. It is a

fault not to be a family man, we are told. It is a fault not to be a superb television performer. It is a fault to be a practitioner of some of the dreariest political prose of his time. It is a fault to think ahead of his time, as well as ahead of his party and see the world as it will be. It is a fault that he is rigid, but no less a fault that he is pragmatic as Mr. Wilson when it comes to trimming party principles under the pressure of events. It is a fault that he loses elections, although there is no telling whether any other leader would have won them, or been so successful in limiting the scale of defeat.

Yet take out Mr. Heath from the Conservative front-bench, and what is left? The fact is that there is no consistency in the case against Mr. Heath. He is condemned, above all for what is infelicitously called his confrontation with the miners at the turn of the year, and the decision to go to the country on it. Do you then replace him with the name of Lord Carrington and Mr. Prior, who pressed him into that election? Or do you choose for guide Mr. Whitlaw and Mr. Francis Pym who until February held out against a confrontation election on who should democratically govern?

That is why Conservative policy comes into the leadership question. In the next few days, or possibly weeks, the main critics of Mr. Heath will be from the Powellite fringe of the Conservative camp, with support from those who see their majorities slipping away from under them. Before they get rid of Mr. Heath and dress a new man in the mantle of leadership, Conservative MPs have to decide not simply what they want, but also what the country wants in terms of policy, orientation, or even the place that Conservatives will occupy in British, rather than narrowly English, politics.

Meanwhile, Mr. Heath, whether he goes or stays, has held on to a bridgehead from which the Conservative Party has reasonable hopes of breaking out at the next general election. By his theme of national unity, though it was left far too late to stand any chance of prospering electorally, he has prepared the ground for the next trial of strength in two years' time. Whether the leader be better able to exploit that ground? Or would the new leader abandon the ground altogether?

Management

Unemployment problems

No one doubts that unemployment is going to rise, whichever Government is in power and whatever it does. There is much less agreement about what precise damage unemployment does, and very little about how the damage can best be minimized.

Later this month PEP will be publishing its report on the first national survey of the unemployed in Britain. Conducted by Mr Bill Daniel, whose survey of the fortunes of workers made redundant by the AEL closure at Woolwich dispelled some complacent notions about easy transitions at a place and time of abundant alternative jobs, it contains nothing for our comfort.

When there are 500,000 unemployed, there are many thousands of people in great misery as a result of loss of money, loss of purpose, and loss of status. About a quarter of the unemployed are in a state of distress, and the incidence of distress is unequal between class and class, just as we know that the incidence of unemployment is unequal between one part of the country and another, and one sector of employment and another.

If the problem was purely economic, one would have to accept as a matter of luck or the random operation of the system, that the discomforts of people at the margin of the employment system are a necessary price to pay for preventing the breakdown of the system itself.

In economic terms, it would be better to let unemployment rise high and increase unemployment benefits as a palliative, which would both diminish personal hardship and keep a reasonable amount of money in high-unemployment areas, while encouraging redeployment to occupations and industries where there is a clear and continuing need for more workers—mostly in services rather than production.

The main exception is North Sea oil, and the evidence is that the labour market has served the demands of this obvious new area of employment as well as could be expected, and better than most people did expect.

But the problem of redeployment in general is quite different. It means finding ways of encouraging people to move from run-of-the-mill work that they have become used to, that has become part of their

identity, to other run-of-the-mill work that they may not have thought of, and will not find particularly attractive even when it is brought to their attention.

When the number of people out of work rises, there is not much that the employment service can do except counsel with greater care. The number of people obliged to consider a potential move declines.

Something of the same dilemma afflicts the Manpower Services Commission and its subsidiary, the Training Services Agency. Training while unemployed for example has less weight in it if there is no job to go to at the end of the course. Training is specific; it must be purposive; it requires an outlet and without an outlet, readily goes sour. In fact, conservation of skill is one of the great problems of a period of high unemployment.

A skilled man is not only a skilled man; he is a whole man looking for the best solution he can to his personal problems. There are certainly many, and probably many thousands of skilled workers who found something to suit their needs after losing their jobs in 1970/71, and never returned.

Because skill is specific, it requires exercise, just as a footballer loses his sharpness through lack of practice. It is almost certain for example, that the tremendous decline in skilled performance in some traditional British industries compared with foreign competitors is as much the result of episodic and intermittent employment as of any other factor. It was probably the most important single cause.

The best preventative of the declining morale and wasted training is maintaining a link with the labour market. Training budgets tend to be cut when workers are being laid off; this is a perfectly natural thing to do if you believe, as our conventions declare, that wage costs are current costs and the connection between a worker and his company is merely financial.

Redundancies also tend (or at least one of the managers' objectives will be) to raise slightly the overall level of skill among employees. When business picks up, companies return to the

labour market demanding a higher level of available skill when their own collective actions have depressed it.

Most of the industrial training boards have now developed measures to keep their industries training even in hard times, with special grants and sandwich courses.

As the TSA builds up its capacity, they are able to offer a vastly wider scope of courses, and there are now more places available in further education colleges than in skill centres (the resumed government training centres). The list of courses available to individuals under TOPS (the training opportunities scheme) now covers many pages.

One would expect increasing attention to finding useful work for elderly unemployed, put out of their jobs either by recession or by the increasing speed and agility demanded in the industry where they have spent most of their working lives.

One would expect industry to think at least as much into the medium term about their workers as about their investment and finances, and manpower planning for some notion of number of standard hours required in 1976 is not enough. The deal with the present and future providers of the standard hours will have to be more explicit.

Some time ago the youth employment services established a meagre scheme to provide youngsters with apprenticeships on short commons in other areas.

About a third of all the apprentices who took advantage of it came from the Highlands and Islands of Scotland, with less than 3 per cent of the British population. The scheme cut no ice in Sunderland, or even Dundee.

In the Highlands and Islands, the tradition of a "lad" leaving home at a young age, to work on a farm or in a factory, and then returning home to help with the family, is still strong. It is the difference between the academic and the practical man.

The Catherwood plan is to set up a number of working parties to put together the fruit of the total experience of BIM members. That way the many pressing issues of the day can be explored.

But he declines the "think tank" approach. He pointed out: "The BIM has a fairly tight control of its budget and there is no vast central staff to be harnessed to research."

This articulate thinker on ways of running industry already has a rough set of priorities in mind. One inquiry

A powerhouse of ideas with Sir Frederick

In the triumvirate that represents the ownership and running of British industry—the Confederation of British Industry, the Institute of Directors and the British Institute of Management—the BIM looks like being much more of a powerhouse of ideas in the next few months.

This is the overriding impression one carries away from a conversation with Sir Fred Catherwood, one-time director general of the National Economic Development Council, who ten days ago took over the BIM chairmanship.

One of the reasons why in January he gave up the managing directorship of the John Laing group was to be able to give a substantial slice of his time, at least for an initial period, to BIM affairs.

He is still on the Laing board, but at first may well spend up to half the working week effectively at BIM.

What excites Sir Fred is the thought of all the hard, practical experience of business waiting to be tapped more fully in the 40,000 or so members of the BIM.

He explained: "I learned from my experience at NEDC that you operate much more successfully if you get industrialists to think in terms of a problem and what you can do about it, rather than a book written five years before based on experience going back 10 or 15 years."

The industrialist is the one who has to be looking and planning five to 10 years ahead. It is the difference between the academic and the practical man.

The Catherwood plan is to set up a number of working parties to put together the fruit of the total experience of BIM members. That way the many pressing issues of the day can be explored.

But he declines the "think tank" approach. He pointed out: "The BIM has a fairly tight control of its budget and there is no vast central staff to be harnessed to research."

This articulate thinker on ways of running industry already has a rough set of priorities in mind. One inquiry

he would like to pursue is the thought that the diseconomies of scale in the large single organization are such that the creation of smaller units is the logical outcome and should now be the target of management philosophy and practice.

Sir Fred explained: "At NEDC we did some informal studies after the great mergers were over and although one identified economies of scale particularly when compared with smaller organizations, there were strong feelings that mergers were a good thing in themselves, but eventually you had to get down to running the companies and nobody could."

Diseconomies of scale on the other hand emerged with factors like extreme remoteness between those at the centre and the periphery of such organizations. Managers accustomed to one industry would export to a different industry the folklore of the first industry, with the sort of results one would expect.

Difficult labour relations sprang from those at the top being so remote from those at the bottom of the ladder that a personal relationship was impossible.

The economics of shop floor power is another focal point for Sir Fred. He believes this is basic to management, rather than a political phenomenon because the concentration of industry allows a few people, without the permission of unions, to use the bottleneck technique in stopping a production line.

Creation of smaller units—as Saab and Volvo have to some extent done in motor production for instance—reduces the disproportionate power leverage of any group of workers.

Sir Fred added: "There are other things. I rather suspect we do not put enough weight on the management, for instance, in manufacturing industry decisions tend to be taken high up so that the authority of the foreman on the line is eroded to practically nothing. Yet we British held an empire by letting the district officers wield power."

Derek Harris

LETTERS TO THE EDITOR

Doubled regional employment premiums a shock on Humber

From Mr R. M. D. Dunston

Sir, We are one of the organizations forming the shipbuilding complex in the Humber area, and for many years this area has established itself as the leading producer of small ships in the United Kingdom.

We have continuously depreciated regional policies whereby shipyards in the development areas are allowed far greater encouragement for growth by way of grants on plant and machinery, regional employment premiums, and contract preference schemes, than those of us in the partly assisted areas.

We are quite shocked over the recent government decision to double regional employment premiums from £1.50 per week per male adult to £3.00. This means that on the RFP basis alone a yard in a development area employing 500 men is immediately £75,000 a year better off than a similar size yard in Humber. This is the sort of bonus now handed out to shipyards competing with us in the high unemployment areas. The unemployment percentage is 1.5 per cent compared with 4.6 per cent in the Hull travel-work area.

Yet, the whole idea behind RFP was to create employment in a high unemployment area. Why then should Aberdeen, now basking in oil-rush wealth, continue to be the receiver of public funds while we in this area who have a long record of sound management and high quality workmanship appear to be not worthy of equivalent treatment?

Being an intermediate area

we qualify for 20 per cent grant on new industrial buildings, as do those in development areas but we are denied the 20 per cent grant on plant and machinery available in the latter areas. When measures are considered here it must be remembered that in the manufacturing industry the ratio of plant and machinery to buildings is in the order of 10 to 1. On a basic cost of £5m would qualify for a grant of £200,000 in Humber but in the development areas a similar scheme would qualify for a grant of £1m.

The contracts preference scheme is a particularly objectionable device whereby government departments, nationalized industries, and other public bodies place contracts in development areas in preference to the lesser-assisted areas. Furthermore, if the contractor in the development area is not competitive compared with a firm in a lesser-assisted area then the former is given the opportunity of tendering again for up to 25 per cent of the requirement. This is grossly unfair to the efficient firms outside the fully-assisted areas.

Successive governments have recognized that the shipbuilding industry is a special case for consideration. For example shipbuilders relief and the tapering grants scheme apply to all shipyards, no matter where they are situated.

A very significant change in government attitude towards shipbuilding occurred last year when it was recognized that a big increase in output per man

was a vital necessity and on that basis the Government would provide favourable loan terms for modernization schemes in the assisted areas without the usual qualification of providing more jobs. Thus the fundamental reason for the regional system has been removed from shipbuilding and therefore it is wholly illogical and unreasonable to continue with the situation whereby shipyards are treated differently.

The craft of shipbuilding has survived in Humber for hundreds of years. Today it represents a vigorous section of the local industry with the international reputation as builders of fine ships. But we fear that unless we are given absolutely equal opportunities as our competitors in the fully-assisted areas we will not be able to finance the continual modernization of our shipyards, so vital a process to our future well-being.

We therefore urge that immediate attention be paid to the local shipbuilding problem and that equality—which is all we are asking for—is established by the following corrective action: The creation of a modernization fund for each yard equivalent to RFP receipts for the yard being situated in a fully assisted area; extension to the local yards of the 20 per cent grant on plant and machinery; abolition of the contracts preference scheme. Yours faithfully,

R. M. D. DUNSTON.
Richard Dunston (Hessle),
Haven Shipyard,
Hessle, Yorkshire.

Parochial thinking cramps industrial recovery

From Mr Michael Wand

Sir, I was surprised to read (The Times, October 7) of the West Midlands County Council's concern that "all types of investment in the west Midlands region exhibited a marked decline in the late sixties relative to other regions". This is exactly the sort of parochial thinking which is holding back industrial recovery in the depressed areas of Britain.

Since the introduction of industrial development restrictions in 1960, all but a handful of south-east and Midlands industrialists have been left with no option but to stagnate where they are, or expand in the areas

of opportunity—away from costly staff, dirty ports, noisy motorways and airports; and with considerable grant assistance available.

With foreign exchange advantages the retention of these industrial control policies should soon bring a further benefit. Enough of our original and Victorian factory buildings and plant will have been preserved to make the west Midlands a major tourist attraction in its own right.

Yours faithfully,
MICHAEL WAND,
32 Middleton Road,
Shenfield Road,
Brentwood,
Essex.

Two aspects of the White Paper on pensions

From Mr G. D. Gwillt

Sir, Mr Liddington's letter (September 30) invites comment on the provisions of the White Paper on Pensions.

There are two aspects of the White Paper "Better Pensions" which I think should be more widely realized. One is that present pensioners and those retiring within the next few years would receive little or no increase in their pensions in the two million pensioners would still have to rely on supplementary benefits for some time to come.

The second is that, when the scheme nears maturity at the turn of the century the extra annual amount of retirement pension, about £1,500 in today's terms, would be entirely absorbed by pensioners. This means that the lower paid, when

they retired, might still receive a pension which is below subsistence level. If instead the whole of the £1,500 were put to increasing the basic pension this could be raised to about 50 per cent of national average earnings (for a married couple) which is thought by many to be about subsistence level.

Is it not odd that a Labour Government should put forward a scheme which distributes more to the better off while still leaving substantial numbers below subsistence level?

Yours faithfully,
G. D. GWILLT,
Standard Life Assurance
Pensions Department,
Hillside Crescent,
Edinburgh, EH7 5EN,
October 7.

What Germans pay for postage

From Professor Michael Balfour

Sir, A letter to Germany, if posted in Britain, requires a stamp for 5p. But if it is posted in Germany, it requires a stamp for 50 pfennig, roughly 8p.

What are the real costs of the two operations, and who is losing on the difference? Yours faithfully,
MICHAEL BALFOUR,
Vainne's Cottage,
Swan Lane,
Burford, Oxon.

A Norwegian tonic for the North

With a courtesy that has become almost a national characteristic of Norwegians, Mr Jacob Prebensen, chairman of the Norwegian Council for Norway in the United Kingdom and commercial councillor at the Norwegian Embassy in London administered a shot in the arm to northern industrialists last week.

Mr Prebensen's observations certainly made a pleasant change from the daily dose of liquidations, cash flow crises, freeze forecasts and general gloom without which the economic scene in Britain never seems complete. He was addressing exporters and importers at a conference sponsored by the Leeds Chamber of Commerce, the Export Council of Norway and the Importers Club (Norway) designed to promote increased trade between the two countries—in both directions.

From the views expressed by various speakers at Leeds it is apparent that Norway is passing through a period of boom. Investment in high production is increasing and unemployment is down to an unprecedented 0.4 per cent. Taxation in Norway is in the process of being reduced, which can only mean that real income would be improved and the consumer markets as well as the industrial markets will be open to an enterprising British exporters.

After hearing from one leading Yorkshire exporter that Norway was such a small market that he could not afford to spend even one day at the conference, Mr Prebensen attempted to put the record straight. He pointed out that Norway was one of Britain's largest customers buying as much from Britain as Japan and as much as all the eastern block put together, including Russia. The total Scandinavian market, he said, was second only to that of the United States and imported more from the United Kingdom than France and Germany put together. The Norwegian market was still expanding and in the first six months of this year imports from the United Kingdom had increased by more than 30 per cent compared with the corresponding period last year.

Opportunities for northern industrialists to export to Norway were trumped home by Mr Prebensen's managing director of ICI Norge, Norway is the fifth largest country in Europe it has the second lowest population at 3.9 million. The annual increase in gross national product is 5 per cent, second highest after Spain. Total exports and imports

account for 40 per cent of the gap, an indication of the importance of foreign trade to the Norwegian economy.

Total imports into Norway from Britain in 1972 amounted to £48m (about £34m) and Britain headed the list of suppliers. She slipped to fourth place in 1973 and in the first six months of this year has recovered to third place with the figure of Sweden just behind her, and a little over 1,000m kroner behind West Germany in second place.

One field in which great expectations are held is North Sea oil and associated activities. The Norwegians feel there is a wonderful opportunity to be taken advantage of in the form of joint ventures, licence agreements and so on. They even suggest that commercial and industrial progress may be furthered by Norway investing substantially in Britain.

A number of joint enterprises in this field have already been undertaken. Anglo-Norwegian consortia have been formed for the ownership and operation of drilling rigs. Fred Olsen and the Aker shipbuilding group are establishing a yard for offshore structures in the Hebrides, and the British Mowlem company is to build Norwegian-designed platforms in the United Kingdom.

Trade between Norway and Britain has been built up over generations. There is every reason to suggest that it should now stabilize and then increase. Exchange rates favour British exports to Norway and

Ronald Kerhaw

Ego-states that can lead to smooth business relationships

Transactional analysis is a term which would probably be widely recognized and understood in the United States, but which is as yet not generally familiar in this country and which would almost certainly be totally misunderstood by anyone encountering it for the first time. But this situation is likely to change, and it has at least an outside chance of becoming the next vogue expression in management jargon.

Of itself transactional analysis has nothing specifically to do with management. The term does not relate to business deals, to buying and selling, to borrowing and lending or to any of the situations which we would normally refer to as transactions. It

is in fact a system of psychology which can be used to facilitate good relationships between individuals.

It was developed by Dr Eric Berne, and popularized in his book, *Games People Play*, and still further popularized in the United States by Dr Thomas A. Harris' *I'm OK—You're OK*.

It is based on the hypothesis that an individual's behaviour is determined by "ego-states" those of "parent", "child" and "adult"; that we all possess these ego-states, and at any given time will be acting under the impulse of one or other of them.

The theory is based on the assumption that from birth, the death of our experiences

is lost, but are stored, and remain stored with great precision in our brains. Even though the great majority of what is stored is subject to normal circumstances to conscious recall, they influence our subsequent behaviour.

The "parent" ego-state acts under the influence of our experiences before the age of five, which predominantly means under the influence of our parents and immediate family. In mature life this tends to be reflected in authoritative behaviour, in our prejudices and so on.

The "child" ego-state covers feelings such as joy, anger, and responses such as spontaneity and creativity. Finally, the "adult" ego-state includes our

capacity to reason, to ask questions.

With little training it became possible to recognize under which ego-state a person is acting, and then to adjust one's own ego-state and so to respond in such a way as to have an effective "transaction" with the other person.

Given that business is based on relations or "transactions" between individuals, a simple method of influencing behaviour so as to make the smoothness of relationships would obviously be of great value. The proponents of transactional analysis hold that it provides just such a method. It is beginning to crop up as a subject for seminars, and one company, BIS-Deltak, is now

offering audio-visual training packages using transactional analysis aimed specifically at the work place. It is argued that it has applications wherever people have to deal with each other: in banks, shops, hotels.

BIS-Deltak are offering two courses one dealing with "customer contact" which has five modules, and takes all 10-12 hours, and one on "management contact" which would take about 20 hours. There is no reason why the basic methods cannot be learnt in such courses. But what management will want to be sure of is that once having learnt these techniques the staff would then make use of them.

Rodney Cowton

Bantustan labour drive by mines

From Our Correspondent Johannesburg, Oct 13

A drive to recruit 50,000 black South Africans a year as mine labour is to be launched by the Chamber of Mines. It will be concentrated on the growing numbers of unemployed in the Bantustan homelands, and it has at least an outside chance of becoming the next vogue expression in management jargon.

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Yorkshire development riding high

By Our Northern Industrial Correspondent

Amid all the gloom and stock market panic, Yorkshire and Humber's industrial performance is proving remarkably resilient according to the Yorkshire and Humber Development Association. A recent survey revealed that inquiries for factory sites are increasing. Also three districts expect to announce a clutch of important projects before the end of the year.

Dr Iain Stewarts, director of the association, said no slump can be detected in applications to the Department of Industry for selected assistance under the Industrial Act. Between May and July nearly £2m was offered to 62 companies. Since the introduction of this form of incentive two years ago, there have been 250 offers worth £14m. The estimated new employment likely to result

within five years from this source is 16,000 jobs. There are no 125 applications for assistance under consideration, which could produce another 8,000 jobs.

In a digest produced by the association, it is noted that the English Industrial Estates Corporation is happy to be embraced by the increased demand for its advance factories, and is pressing ahead with the inevitably slow business of securing sites.

In fact, work is about to begin on sites are being acquired for factories at Normanton, Barnsley, Bridlington and Rotherham. Thorn Electrical Industries are completing a deal for the purchase of 18 acres at Scunthorpe for its subsidiary, Thorn-Ericsson Telecommunications.

The site is not far from Immingham to which will come container ships from the associated Swedish factories of LM

Ericsson. The association says a substantial manufacturing plant is to be built, with initial development completed by autumn, 1975.

A small advance factory near the main site will handle recruitment and training with a view to starting production by January 1975 of sub-assemblies for Ericsson's telephone exchange equipment.

By spring, 1975 training will start on final processing of other telecommunications systems usually imported, for distribution in the United Kingdom by a Thorn-Ericsson sales subsidiary. The new plant will replace an existing factory at Rochester.

The Thorn-Ericsson sales subsidiary had orders in the private telecommunications market of £2m at the end of June. The new manufacturing unit will enable the company to compete more effectively in home and export markets.

The amounts of participation in the project have been agreed by Government's partners in the combines are 360,000 barrels a day in Abu Dhabi Petroleum and 168,000 barrels in Abu Dhabi Marine Areas.

The other 20 per cent of Abu Dhabi's share of production—about 50 per cent of the output this year—will be marketed independently by the Abu Dhabi National Oil Co.

In the third quarter the "buy back" price has been 94.8 per cent of the posted price. A similar reduction to 93 per cent was applied recently when Kuwait settled with its foreign partners arrangements for the quarter starting on October 1.

The foreign partners in Abu Dhabi Petroleum are British Petroleum, Royal/Dutch/Shell, Mobil, Exxon and the French CFP. Those in Abu Dhabi Marine Areas are Compagnie Française des Pétroles, BP and the Overseas Petroleum Company of Japan.

Smelter project for Dunedin

Geneva, Oct 13.—Swiss Aluminium Ltd has announced that it is in the early stages of negotiations to build an aluminium smelting plant near Dunedin, New Zealand.

Abu Dhabi participation oil pacts

Abu Dhabi, Oct 13.—Foreign

partners in Abu Dhabi's two main oil-producing combines will buy back at a reduced figure of 93 per cent of the posted price 80 per cent of the output of the oil fields in the last quarter of this year.

Mr Masa al Oteiba, the United Arab Emirates Petroleum Minister, announced the figures last night with the Abu Dhabi Petroleum Co and Abu Dhabi Marine Areas.

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Smelter project for Dunedin

Geneva, Oct 13.—Swiss Aluminium Ltd has announced that it is in the early stages of negotiations to build an aluminium smelting plant near Dunedin, New Zealand.

According to Wellington reports the proposed plant would be 50 per cent owned by the Swiss company, with the New Zealand Government taking 25 per cent, and the remainder of the capital to be raised by public subscription. Capacity of the plant will be 100,000 tonnes a year.

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FINANCIAL NEWS AND MARKET REPORTS

Int Synthetic Rubber slumps

In 1973, the pre-tax results of International Synthetic Rubber slumped from a profit of £147,000 to a loss of £366,000. After tax of £207,000 (£150,000), there is a loss of £107,000 against a loss of a mere £3,000 in 1972.

The loss is attributable to fixed selling-price contracts, which terminated in December, 1973, in the general purpose rubber division, together with the "unprecedented increase" in the cost of oil-based raw materials.

I.S.R. was formed in 1956 by a consortium of tyre manufacturers—Dunlop, Goodyear, Firestone, Michelin, Avon Rubber, Pirelli, Uniroyal Ltd and B.T.R. Industries.

Citicorp's record nine months

Record net operating earnings for the first nine months of 1974

are reported by Citicorp of New York, with a 24 per cent rise to \$232.58m. On the basis of average share outstanding, earnings per share increased by 20 per cent to \$1.9.

Interim omitted by Chas Hill

While a profit of £49,000 has been turned into a first-half loss of £147,000, the board of Charles Hill of Bristol is confident of a subsequent recovery.

The interim dividend, however, being deferred until the end of the year. If things are brighter then, a final will be considered.

Goodwin earnings dip

Staffordshire-based engineers and iron and steel founders, R. Goodwin & Sons (Engineers), shows record profit and turns over in the year to April 30,

but because of a higher tax charge earnings per share have been cut back. Taxable profits moved up from £202,000 to £217,000 on the back of turnover up from £1.9m to £2.2m.

Loss by Alex Stephen

A loss on the engineering side of £105,000 (£46,000 profit) brought an overall pre-tax deficit of £3,000 (£83,000 profit) for Alexander Stephen for the year ended March 31.

Portals' £2m plan

For an outlay of £2m Portals is planning to complete phase one of big expansion of its plant for the production of security papers at Overton Mills, by mid-1976. The whole programme is to be phased over a number of years.

DAVENPORT KNTWEAR

Investment in plant profit £157,000 (£151,500).

Mining

Labour shortage hits quarterlies

Eagerly awaited, the September quarterlies were expected to provide a significant indication as to how the South African gold mines would fare with a lower gold price and labour shortages. But the first three groups to report, Gold Fields, Barlow Rand and Union Corporation, present a complex picture with wide variations between the three.

Gold Fields' results are considerably distorted by delays in receiving the premiums on September production, particularly so at Libanon. Here, with milling down during the three months by 3 per cent, a sharp drop in grade, working profits from gold have slumped by 62 per cent with the average gold price receipts down 30 per cent.

September working profits are as follows:—

Working profits R000's	Sept	June	Mar
Doomfontein	8,473	10,979	7,500
East Drie	10,747	12,758	9,965
Libanon	9,290	12,725	12,438
Venterskop	2,584	4,753	3,403
Vlaakfontein	901	1,769	1,361
West Drie	40,352	56,115	43,968

In the Barlow Rand group, Harmony will illustrate the shortage of black labour—estimated at 14 per cent for the industry. Against a monthly output of 430,000 tonnes, the rise this time is to only 434,000 tonnes, compared with the eventual expectation of 590,000 tonnes. While metal output was marginally ahead, profits fell on the back of the lower price.

At Blyvoor, output actually fell—hence the 31 per cent drop in working profits from gold—while the dramatic profit setbacks at Durban Deep and East Rand Proprietary illustrate well the marginal nature of these operations and their dependence on the metal price.

Working profits £000's

Sept	June	Mar	
Blyvoor	14,025	20,007	16,185
Durban	1,864	2,440	1,382
ERPM	1,655	6,008	3,381
Harmony	10,948	14,558	15,266

The best overall results came from Union Corporation, where higher grade, increased milling and comparatively good metal prices have constrained the profit falls to well under 10 per cent at the major mines.

Working profits £000's

Sept	June	Mar	
Bracken	5,587	5,200	4,708
Grootevlei	2,123	2,123	2,123
Kinross	6,111	6,751	5,722
Leslie	2,926	3,897	3,506
Marble	1,636	1,636	1,636
St Helena	16,228	17,458	15,833
Winkels	8,508	9,208	8,275

Andrew Wilson

Euromarkets

Wary reponse to bond rally

The further fall in short-term interest rates last week, culminating in a drop of 1 to 11/2 per cent in Citibank's prime rate on Friday, again brought some strength in the short end of the bond market. But, although prices have been firming for some weeks now, dealers remain unspectacularly cagey about the prospects. Issues of longer maturity are still generating little interest. And although short-term rates have eased appreciably, they have not yet come down to the point where long rates are proving attractive to investors.

Eurobond prices (yields and premiums)

5 STRAIGHTS

Region	Price	Yield	Premium
American	100.00	10.00	0.00
European	100.00	10.00	0.00
Japanese	100.00	10.00	0.00
Swiss	100.00	10.00	0.00
UK	100.00	10.00	0.00

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Activity in the secondary market has been more brisk than for most of the summer, but much of the dealing is still between the professional traders themselves. Retail demand in the straight bond market has been largely restricted to American investors buying a limited range of top quality American issues of short maturity.

More share prices

The following companies will be added to the London and Regional Stock Exchange tomorrow and will be published daily in Business News: Commercial and Industrial Brokers Holdings

BRIM GROUP

Current trading leads chairman, Mr. John A. Smith, to be confident that the group will achieve further record profits this year.

Results this week

TODAY: Finals: Dowding & Mills and Glaxo, Interiors: J. Coral, Dupont, IDC Group, S. Jerome, Thos. C. Keay, M. F. North, Reed Executive, Rock Group, Duval, Eric, Green, Staffex, Storey Bros, Tarmac, Tricentral and UDS Group.

Weekly list of fixed interest stocks

Stock	Price	Yield	Dividend
Admiral	100.00	10.00	0.00
Anglo	100.00	10.00	0.00
Bank of England	100.00	10.00	0.00
Barclays	100.00	10.00	0.00
Birmingham	100.00	10.00	0.00
British	100.00	10.00	0.00
City of London	100.00	10.00	0.00
Commercial	100.00	10.00	0.00
Edinburgh	100.00	10.00	0.00
First	100.00	10.00	0.00
Foreign	100.00	10.00	0.00
General	100.00	10.00	0.00
Industrial	100.00	10.00	0.00
Insurance	100.00	10.00	0.00
Local	100.00	10.00	0.00
Marine	100.00	10.00	0.00
Metropolitan	100.00	10.00	0.00
North	100.00	10.00	0.00
Overseas	100.00	10.00	0.00
Parliamentary	100.00	10.00	0.00
Real Estate	100.00	10.00	0.00
South	100.00	10.00	0.00
Stock	100.00	10.00	0.00
Trust	100.00	10.00	0.00
Water	100.00	10.00	0.00
Wholesale	100.00	10.00	0.00

Wall Street

New York, Oct. 11.—The New York stock market scored its third consecutive day of gains today in moderately heavy trading.

The Dow Jones industrial average rose 10.09 points to 688.17. The index rose a total of 45.45 points in the previous two days of the rally.

Volume totalled 20,000,000 shares, compared to 26,360,000 shares traded yesterday which was the highest turnover since December 29, 1972. Advancing issues outnumbered declines 1,063 to 422.

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Brokers' views

The City's mood of pessimism seems unchanged by the outcome of the General Election. Smith's draws attention to warnings of fresh dangers ahead and recommendations are almost always classified as "defensive" or "hedge".

In the latest of its Bear Market Briefs, Fielding New Smith draws attention to what it regards as overcapacity in the heavy electrical industry. A Fielding's view is that the prospect of reduced economic growth in the United Kingdom could be highly troublesome for

The manufacturers of electricity

generating and distribution equipment. The immediate outlook, Fielding predicts, is a longer period of thin order books—and adds for good measure that overseas markets are unlikely to utilize any spare United Kingdom capacity.

Shares in Inchcape have often proved their merits as a defence against hard times in the United Kingdom and Duff Stoop Pin Vaughan regards them as a first-class hedge in the present situation.

Shares in Scottish Metropolitan Property are regarded by Bell, Lawrie, Robertson as a "hold"—with any further rating dependent upon the possibility of a bid for the equity.

Unit Trust Prices—change on the week

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The Times Share Indices

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THE TIMES

BUSINESS NEWS

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CBI heading for more trouble in regions over lack of consultation

Malcolm Brown

The Confederation of British Industry may be heading for more trouble with its regional organisation. Fears were being expressed at regional level over the weekend that the CBI leadership will go ahead with discussions with the Government before allowing sufficient time for detailed consultation with membership.

These latest signs of mounting discontent in the regions follow criticism that the CBI leadership handled the run-up period to the election ineptly.

Much of the discontent can be traced back to the September meeting of the CBI's General Council. It is understood that during that meeting a controversial proposal that the CBI should publicly comment upon the three party manifestos was quashed. The proposal was apparently put forward following discussions between regional chairmen.

Influential members of the CBI are also disturbed at what they consider to be a virtual

Harland aid requirement expected to top £10m

By Business News Staff

Recommendations on the level of support needed to put Harland & Wolff on a more profitable path are expected to be made shortly by the team of experts called in in July to report on the position of the Belfast shipbuilding and engineering group.

The Government is already committed to acquiring a controlling interest in the group, in an exercise which is separate from its plan to nationalise the rest of Britain's shipbuilding industry. Conclusion of the arrangements is expected to be among the Government's priorities in order to achieve some stability in the group's position.

Even before the announcement to take a controlling interest—with the possibility of total state ownership not precluded—the Government held 47.6 per cent of the company's equity. Since 1965 more than £47m has been pumped into the group from Government funds and although new management has been brought in by the Conservatives, spearheaded by Mr Iver Hoppe, Danish shipbuilder, in early July, it sought further financial aid from the Government.

The amount required is substantially more than the £10m approved by the Conservative Government in December last year, and the company's financial results, which are expected to be published towards the end of next month, will almost certainly reveal a further heavy loss.

The team which is evaluating the company's requirements is being led by a former Treasury official who has also been involved in investigations into Concorde and the TSR2 programme.

November 30 this year was set as the time limit on the review, ordered by Mr Stanley Orme, Minister of State for Northern Ireland, in the last Parliament. The review embraces the company's management structure, a full examination of its £350m order book. The moratorium on new orders has remained in force and the review is designed to produce recommendations which will lead to a reduction of overheads and more realistic manpower policies.

Meanwhile, the legal situation surrounding Mr Hoppe's departure from the company has still to be finally resolved. He "ceased" to be a director of the company early in August and in consequence relinquished his position as managing director. It is not clear whether or not he is entitled to receive compensation since his contract still had some time to run.

Resumed wage talks at key plants this week likely to put social contract to the test

By R. W. Shakespeare

Some of the key sectors of industry return to their wage confrontations from this morning. These talks will provide the new Government with early pointers to the strain its social contract will face now that the General Election is out of the way.

The huge Vickers shipbuilding and engineering complex at Barrow-in-Furness faces a strike by 2,000 workers which threatens progressively to halt all operations, and lay off up to 14,000 other workers.

Ford management and the unions today resume negotiations on the controversial 563m pay offer. The 33,000 workers, and later this week the Vauxhall management will come under renewed pressure from union representatives to follow Ford's example and concede big increases.

Chrysler awaits the results of an inquiry by the Conciliation and Arbitration Service into a claim by its toolroom workers at the Coventry car plants for another big pay rise.

A little more than three months after their last settlement, the company has been warned by shop stewards that if the toolmakers get more, demands for a general increase will quickly follow.

British Leyland's concern will centre on whether some of its existing pay agreements can survive their full terms after the recent big increase to 10,000 of its workers at Longbridge, and Ford's decision to scrap its current pay deal while it still had seven months to run.

Meanwhile, union leaders representing some 2,500,000 engineering workers will be meeting this week to discuss reopening negotiations with the industry's 5,000 employers on a new national wages agreement.

However, any firm decisions are likely to be delayed until after the policy-making national committee of Mr Haugh Scallion's AUEW has held its own special conference on the wage claim early next month.

The trouble with Vickers centres on the rejection by all unions of a new company pay offer. Acting through the district committee of the confederation, the unions have banned overtime in the shipyard and associated engineering works. This morning 2,000 ancillary workers, members of the National Union of General and Municipal Workers, begin an all-out strike.

Two things are in dispute. First, the ancillary workers want to close the pay differential between themselves and skilled men, and secondly all unions are objecting to the management plan to make 15 a week "attendance bonus" contingent on good attendance and time-keeping.

Management claims that the present offer will mean the ancillary workers have had increases of 55 per cent in two successive wage deals, with rises of between 24 and 27 per cent in the deal now on offer. The company also says that attaching "strings" to the proposed bonus is the only means available to it of achieving the productivity improvements advocated in the social contract.

Unions and the management in Vauxhall will face each other at a meeting of the company's joint negotiating committee. The management has already rejected demands for an interim pay settlement and insists that the present wage agreement, covering some 26,000 manual workers, must run its full course until April next year.

However, since then Ford has put its new pay proposals on the table and British Leyland has settled for increases of up to £7.50 a week at Longbridge. The Vauxhall union negotiators are thus in a strong position to insist that on a straight "parity" basis the present wage contract must be scrapped.

Chrysler's problems centre on a claim by key tool workers in the Coventry factory that their wage rates have fallen by about £5 a week below the toolroom average in the area. Rolls-Royce strike: Rolls-Royce factories in Scotland will be shut this week by workers striking over pay. The stoppage, involving more than 9,000 men at three factories, is back to a claim for another £10 a week and other fringe benefits.

Treasury to revise forecasting method

By Tim Congdon

A number of modifications to its short-term forecasting model are being made by the Treasury to incorporate more formally the effect of monetary variables.

This is the most important point to emerge from the latest in the Government economic service Occasional Papers, entitled *The Treasury Short-Term Forecasting Model* by J. R. Shepherd, H. P. Evans and C. J. Riley.

At present monetary variables enter only one expenditure equation—that which determines manufacturers' stocks. The authors of the pamphlet say: "Efforts are being made to enlarge the areas which are influenced by monetary variables."

Nevertheless, they express reservations about the possibility of amending the model. They say: "To develop a satisfactory formal model, including monetary influences, is a formidable undertaking, but this is an important ultimate objective."

Although the paper was presented at a conference in 1973, it is understood that changes in detail are only now being considered. At a routine meeting of the forecasting unit earlier this month a number of proposals were discussed.

The Treasury was strongly criticised by the Public Expenditure Committee of the House of Commons for its emphasis on short-term considerations, related to the use of forecasting techniques of necessarily limited validity for long-term perspectives.

It is not clear at present in what ways the Treasury will include monetary variables. The paper suggests several possibilities. The most likely is that predictions will be made of long-term and short-term interest rates through simulations of financial markets.

Certain kinds of expenditure—such as house-building and investment—are sensitive to interest rates. Changes in financial markets, which are responsive to such policy variables as the public sector borrowing requirement, will therefore have identifiable effects on aggregate demand, and hence on output.

These procedures would be in accordance with the Keynesian character of forecasting models. Some monetary economists might prefer different approaches, with the effect of financial conditions on the availability of overdrafts and consequently on business and consumer spending.

Ministry concession on food price controls

By Hugh Clayton

A concession made by the Government, before the general election, to meet stallholders' objections to its plan to control shop prices of subsidised goods by statutory Orders, as confirmed at the weekend by the Department of Prices and Consumer Protection.

In August the Department proposed freezing retail cash prices on bread to the level prevailing on a base date previously fixed for March 20, with a rise in that month if told orders that a percentage floor would be added to prevent the cash margin control from biting too harshly.

But now the plan has been moved a stage further towards a position favourable to stallholders, the Department confirmed.

A spokesman stated that Mrs Williams, Secretary of State for Prices and Consumer Protection, had written to retail

Higher costs force hotels to raise tariffs again despite risk of losing customers

By Patricia Tisdall

Hotel companies are being forced to risk losing customers, despite a poor holiday season, by raising their tariffs because of higher costs.

English & Overseas Hotels, the Ladbroke subsidiary, increased tariff 17 per cent at the beginning of last month. Trusts such as Forte also brought in 10 per cent increase in October.

Other big hotel groups, including British Transport Hotels, have applied for increases to the Price Commission.

British Transport Hotels was allowed a rise in July but the added revenue almost immediately wiped out by higher wages. The current application is to meet dearer raw materials. It is estimated, for instance, that food bills and wages are up by at least 20 per cent.

An important extra overhead is the new, large London hotels. Hoteliers complain of swingeing increases in valuations, combined in some instances with higher rates

A Swedish lesson in marketing for Britain

By Clifford Webb

Britain's specialist steel producers in the mainly private sector are being forced to change their traditional marketing methods to counter the remarkable success in Britain of the Swedish steel group Stora Kopparbergs Bergslags AB.

In the past two years Stora, the world's largest producer of high speed steel, has almost quadrupled its United Kingdom turnover. Last year it budgeted for £7.3m turnover in 1974 but with fewer than three months remaining is already forecasting an increase to more than £8m.

Stora's success is mainly because of its policy—and ability—to maintain the largest stocks of high speed and tool steel in the country. With high speed steel costing around £2,000 a ton and tool steel from £500 to £1,000 a ton, stockholding is very costly. But it has enabled Stora to offer immediate delivery compared with weeks and sometimes months' delay by British producers.

At a time of increasing liquidity last year it enabled British customers to reduce their own stocks to a minimum, relying on supplies from Stora's large warehouse and processing plant at Lye, Worcestershire. So successful is this policy that Mr Clifford Shaw, sales director of Stora steel, Lye, says there is no evidence that his British competitors are trying to increase their own stocks but are finding it difficult to provide the extra finance.

To reinforce its hold on the market, Stora is spending £500,000 to build new warehouses and to develop its stockholding capability. Mr Berggren, the newly-appointed executive vice-president of Stora, Sweden, visited Lye last week to confirm these plans.

He told Business News: "We have been in Britain since 1960 and unlike some of our rivals we are not going to jump in and out of the market to take advantage of economic conditions."

"We intend to stay through thick and thin."

Japanese look abroad for steel machinery

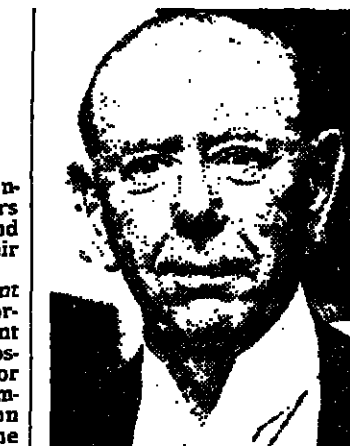
From Peter Hill, Munich, Oct. 13

Leading Japanese steel producers are turning increasingly towards Europe and the United States to supply heavy steel-works machinery, because of escalating costs in Japan.

Nippon Kokan, the world's fifth largest steel producer, has recently sought tenders from West German and American suppliers for both hot and cold rolled strip mills because of the high prices quoted by Japanese companies. In another development, the Nippon Steel Corporation has indicated its intention to buy a large plate mill from Germany in the light of uncompetitive prices quoted by Ishawajima-Harima Heavy Industries and Mitsubishi Heavy Industries.

Other Japanese corporations are setting up procurement centres in Europe to buy essential components and equipment which have become too expensive in Japan, and reliable sources indicate that in many areas European prices are now some 20 per cent below those prevailing in Japan.

This movement is causing concern to Japanese heavy machinery producers, although they do not regard the present trend as necessarily a permanent feature of trade. The development however is expected to be among the issues to be discussed here this week.



Sir Denys Lawson (above) and his son, Mr Ian Lawson, who are reported to have sued Triumph Investment Trust for over £2m. Sir Denys, a former Lord Mayor of London, was heavily criticized by the Department of Trade regarding profits of £5m he made on sales of shares in the National Group of Investment Trusts to Triumph.

Daimler and Jaguar output at 12-month peak

Nearly 33,000 Jaguar and Daimler cars were produced in the 12 months to September 30, a record despite the three-day week, British Leyland reported at the weekend. Production was almost 10 per cent up on the previous year.

"Jaguar is aiming to make at least a similar increase in output over the next year", a spokesman said.

400th engine: Rolls-Royce yesterday sent its 400th production RB 211 engine to California for installation in a Lockheed Tri-Star wide-bodied airliner.

A spokesman said orders for the engine now totalled almost 800. The 400th engine was flown out from the east Midlands airport at Castle Donington, near Derby. The total value of RB 211 engines and spares delivered to Lockheed and customer airlines is now well over £250m.

Deliveries began in February, 1972 and are running at close to £2m a week or nearly £400,000 every working day.

The latest is one of a "ship set" to power the fourth Tri-Star for British Airways, nearing completion at the Lockheed assembly plant at Palmdale.

£500,000 BSC contract for computer ware

By Kenneth Owen

Technology Correspondent

Computer hardware and software worth more than £500,000 has been ordered by British Steel Corporation for its Redcar development project. This development consists of ore, coke and other raw material preparation, together with sintering and pelletising plants.

The computer system will handle process control and information handling. The hardware is based on five Digital Equipment Corporation machines, worth £350,000.

Design and implementation of the process-control software will be handled by computer analysts and programmers under a contract worth more than £200,000. Overall project management will be handled by British Steel Corporation.

Bonn public spending may counter mass jobless threat

Travemünde, West Germany, Oct. 11.—Dr Hans Apel, the German Finance Minister, announced that the government had prepared public spending programmes in the order of thousands of millions of marks to be used in an emergency if mass unemployment threatened.

He told a businessmen's congress here that the latest development on the labour market, and particularly the recent rise in short-time working, gave grounds for a new fundamental discussion of the economic situation in Germany and the conduct of the authorities.

But he said there was cause to be optimistic for the future, if all sectors of the community recognised their economic responsibilities and world trade could be maintained.

Dr Apel expected a rise in domestic demand and investment activity next year, not least through the increase in mass purchasing power expected from the government's plans to reform the income tax system from the beginning of next year. Weak domestic demand from the slow rate of economic growth in the first half of 1974, although this was partly compensated for by private and public spending as well as by export demand, the West German Federal Bank said in Frankfurt.

Exports of goods and services rose by one-third in the period and the foreign component of gross national product rose to 4.5 per cent from 2.5 per cent in the same period of 1973, it said in its latest monthly report.

Business confidence, including those of imports and labour, contributed to the weak economic expansion and were passed on only in part, leading to a considerable deterioration in company earnings.

Excluding the building and banking sectors, industry investment fell 7 per cent less in fixed assets in the period. Industry's level of own financing rose to 87 per cent from 81 per cent in the same period of 1973.

Overall take-up of credit fell by almost one-fifth to DM21,500m (nearly £3,467m), with the decline occurring solely in foreign borrowing due to a calming of foreign exchange markets and a return to more normal terms of payment.

Domestic borrowing rose strongly because of postal and railway uptake of funds and the need to re-finance export credits.

Business liquidity remained tight due to the unprecedented level of credit granted on foreign deliveries, although the credit was in many cases a pre-requisite of the export orders, the bank said.

Wage drift in the first half of 1974 was marginally negative following a 2 percentage points rise in the previous half, with sharp rises in basic rates being converted into lower actual earnings as a result of overtime working, the introduction of short-time and lay-offs in industry.

Australia prepares to lift restrictions on uranium sales

Sydney, Oct. 13.—Australia is expected to release some of its 10,000 tons of uranium for sale overseas in the next few months as a policy switch designed to take advantage of a doubling in price of the mineral over the last 18 months.

The decision to ease a government ban on uranium exports to foreign countries is likely to emerge from a major policy review of the country's huge mineral resources by Prime Minister Gough Whitlam's cabinet.

The review will begin amid controversy involving Mr Whitlam, Mr Rex Connor, his minister of minerals and energy, and the uranium mining companies and mineral producers.

Uranium—Australia is estimated to possess about a quarter of the world's known reserves in the arid Northern Territory north a minimum of \$A7,000m (about £3,554m) is at the heart of the row now raging between mining companies and the Government.

Private enterprise producers barge Mr Connor with failure to outline a government policy on uranium, gained power almost two years ago, and accuse him of moving towards de facto nationalisation of the uranium industry, in which British and United States multinational corporations have sunk millions of dollars.

Mr Connor has used his government powers to ban all exports but has recently indicated this may be changed in the near future.

The rationale behind Mr Connor's ban has been to wait for world prices to rise. The rise has taken place—uranium prices have more than doubled in the past 18 months—and Mr Connor told Parliament his policy is to ensure Australia receives the going world price for its uranium.

The minister became the centre of a storm that broke as Mr Whitlam was on his way back home from his recent trip to the United States, when he addressed the United Nations general assembly and had discussions with President Gerald Ford and Secretary of State Henry Kissinger.

From the Prime Minister's plane a flurry of reports by Australian correspondents hit the headlines, stating that Mr Whitlam and Mr Connor were split on the issue of a new national resources policy.

The reports suggested Mr Whitlam was preparing to confront his minerals minister over his alleged lack of policy, and with dragging his feet.

Less than four hours later, Mr Connor publicly denied a split with his chief. Attempting to calm the furor Mr Alan Renouf, the chief of the foreign affairs department, admitted responsibility for briefing the press on the Prime Minister's plan. He said Mr Whitlam knew nothing about it and apologised to Mr Connor.

Nevertheless, Mr Renouf's admission did little to calm the controversy swirling around the Labour Government over the delay in producing a comprehensive policy for exploiting Australia's uranium hoard, and her huge reserves of iron ore, coal, bauxite, nickel and other minerals.

Mining companies say the Government's inaction has stifled the search for, and development of, deposits.

Uranium mining was halted in 1962 when world prices slumped. The previous Liberal government permitted three companies to conclude contracts principally in Japan but also in

On other pages

Bank base rates table

Company Meeting Reports :
Parker Knoll

Lending rate 11½

The Bank of England's minimum lending rate will be held at 11½ per cent this week. The following are the results of Friday's Treasury Bill Tender:

Applications	Allocated	Received
10% 1974-75	£97,277	£79,759
Prev week	£97,276	£79,758
Average rate	£97,275.5	£79,758.5
Next Friday	£100.00	Replace

Iran car talks

Teheran, Oct. 13.—Follow the Iran National Car Manufacturing Co. has been successful in negotiating with Volkswagen West Germany, the company has now started fresh talks with the American Chrysler group and the Iran Fiat concern.

Management

Unemployment problems

No one doubts that unemployment is going to rise, whichever Government is in power and whatever it does. There is much less agreement about what precise damage unemployment does, and very little about how the damage can best be minimized.

Later this month PEP will be publishing its report on the first national survey of the unemployed made in Britain. Conducted by Mr. Bill Daniel, whose survey of the fortunes of workers made redundant by the AEL closure at Woolwich dispelled some complacent notions about easy transitions at a place at the time of abundant alternative jobs, it contains nothing for our comfort.

When there are 500,000 unemployed, there are many thousands of people in great misery as a result of loss of money, loss of purpose, and loss of self-respect. As a matter of habit, the incidence of distress is unequal between class and class, just as we know that the incidence of unemployment is unequal between one part of the country and another and one sector of employment and another.

If the problem was purely economic, one would have to accept as a matter of luck or the random operation of the system, that the discomforts of people at the margin of the employment system are a necessary price to pay for preventing the breakdown of the system itself.

In economic terms, it would be better to let unemployment rise high and increase unemployment benefits as a palliative, which would both diminish personal hardship and keep a reasonable amount of money in high-unemployment areas, while encouraging redeployment to occupations and industries where there is a clear and continuing need for more workers—mostly in services rather than in production.

The main exception is North Sea oil, and the evidence is that the labour market has served the demands of this obvious new area of employment as well as could be expected, and better than most people did expect.

But the problem of redeployment in general is a different one. It means finding ways of encouraging people to move from run-of-the-mill work that they have become used to, that has become part of their

identity, to other run-of-the-mill work that they may not have thought of, and will not find particularly attractive even when it is brought to their attention.

When the number of people out of work rises, there is not much that the employment services can do except counsel and guide the individual. The number of people obliged to consider a move goes up, the number of potential moves declines.

Something of the same dilemma afflicts the Manpower Services Commission and its subsidiary, the Training Services Agency. Training while unemployed for example has less heart in it if there is no job to go to at the end of the course. Training is specific; it must be purposive; it requires an outlet and without an outlet, readily secured, in fact, conservation of skill is one of the great problems of a period of high unemployment.

A skilled man is not only a skilled man; he is a whole man looking for the best solution he can to his personal problems. There are certainly many, and probably many thousands of skilled workers who found something to suit their needs after losing their jobs in 1970-71, and never returned.

Because skill is specific, it requires exercise, just as a footballer loses his sharpness through lack of practice. It is almost certain for example, that the tremendous decline in skilled performance in some traditional British industries compared with foreign competitors was as much the result of episodic and intermittent employment as of any other factor. It was probably the most important single cause.

The best preventative of the declining morale and wasted training is maintaining a link with one's habitual place of work. Training budgets tend to be cut when workers are being laid off; this is a perfectly natural thing to do if you believe, as our conventions declare, that wage costs are current costs and the connection between a manual worker and his company is merely financial.

Redundancies also tend to be at least one of the managers' objectives will be to raise slightly the overall level of skill among employees. When business picks up, companies return to the

labour market demanding a higher level of available skill when their own collective actions have depressed it.

Most of the industrial training boards have now developed measures to keep their industries training even in hard times, with special grants and sandwich courses.

As the TSA builds up its capacity, they are able to offer a vastly wider scope of courses, and there are now more places available in further education colleges than in skill centres (the renamed government training centres). The list of courses available to individuals under TOPS (the training opportunities scheme) now covers many pages.

One would expect increasing attention to finding useful work for elderly unemployed, but out of their jobs either by recession or by the increasing speed and agility demanded in the industries where they have spent most of their working lives.

One would expect industry to think at least as much into the medium term about their workers as about their investment and finances, and many power planning for some notionally number of standard hours required in 1976 is not enough. The deal with the present and future providers of the standard hours will have to be more explicit.

Some time ago the youth employment services established a meagre scheme to provide youngsters with apprenticeships on short commons in other areas.

About a third of all the apprentices who took advantage of the scheme came from the Highlands and Islands of Scotland, with less than 3 per cent of the British population. The scheme cut no ice in Sunderland, or even Dundee.

In the Highlands and Islands, the tradition of the "lad of the house" has been a source of pride and pleasure and salt herings is not dead. We need to ask at what level a similar tradition can be resuscitated in the hundreds of decayed working communities where we need it.

Innis Macbeath

Innis Macbeath is Plowden Professor of Industrial Relations at London Business School.

Edited by Rodney Cowton

A powerhouse of ideas with Sir Frederick

In the triumvirate that represents the ownership and running of British industry—the Confederation of British Industry, the Institute of Directors and the British Institute of Management—the BIM looks like becoming much more of a powerhouse of ideas in the next few months.

This is the overriding impression one carries away from a conversation with Sir Fred Catherwood, one-time director general of the National Economic Development Council, who ten days ago took over the BIM chairmanship.

One of the reasons why in June he gave up the managing directorship of the John Laing group was to be able to give a substantial slice of his time, at least for an initial period, to BIM affairs.

He is still on the Laing board, is taking on other directorships but at first may well spend up to half the working week effectively at BIM.

What excites Sir Fred is the thought of all the hard, practical work of the BIM, and the fact that it is waiting to be tapped more fully in the 40,000 or so members of the BIM.

He explained: "I learned from my experience at Neddy that you operate much more successfully if you get industrialists to think things out themselves. Get some theorists on to a problem and what you can easily get is the thesis from a book written five years before based on experience going back 10 or 15 years."

The industrialist is the one who has to be looking and planning five to 10 years ahead. It is the difference between the academic and the practical man."

The Catherwood plan is to set up a number of working parties to put together the fruits of the total experience of BIM members. That way the many pressing issues of the day can be explored.

But he declines the "think tank" approach. He pointed out: "The BIM has a fairly tightly controlled budget and there is no vast central staff to be harnessed to research."

This articulate thinker on ways of running industry already has a rough set of priorities in mind. One inquiry

he would like to pursue is the thought that the diseconomies of scale in the large single organizations are such that the creation of smaller units is the logical outcome and should now be the target of management philosophy and practice.

Sir Fred explained: "At Neddy we did some informal studies after the great mergers wave of the sixties and although one identified economies of scale specialization there appeared to be no substantial economies of scale particularly when companies were simply conglomerated. There were strong feelings then that mergers were a good thing in themselves, but eventually you had to get down to running the companies and nobody could."

Diseconomies of scale on the other hand emerged with factors like extreme remoteness of those at the centre and the periphery of such organizations. Managers accustomed to one industry would export to a different industry the folklore of the first industry, with the sort of results one would expect. Difficult to see how it could spring from those at the top being so remote from those at the bottom of the ladder that a personal relationship was impossible.

The economics of shop floor power is another focal point for Sir Fred. He believes this is basically an economic rather than a political phenomenon because the concentration of industry allows a few people, without the permission of unions, to use the bottleneck technique in stopping a production line.

Creation of smaller units—as Saab and Volvo have to some extent done in motor production for instance—reduces the disproportionate power leverage of any group of workers.

Sir Fred added: "There are other things. I rather suspect we do not put enough weight in examining management for instance. In manufacturing industry decisions tend to be taken high up so that the authority of the foreman on the line is eroded to practically nothing. Yet we British held an empire by letting the district officers wield power."

Derek Harris

LETTERS TO THE EDITOR

Doubled regional employment premiums a shock on Humber

From Mr R. M. D. Dunston

Sir, We are one of the organizations forming the shipbuilding complex in the Humber-side area, and for many years this area has established itself as the leading producer of small ships in the United Kingdom.

We have continuously deprecated regional policies whereby shipyards in the development areas are allowed far greater encouragement for growth by way of grants on plant and machinery, regional employment premiums, and contract preference schemes, than those of us in the partly assisted areas.

We are quite shocked over the recent government decision to double regional employment premiums from £20 to £40. This means that on the REP basis alone a yard in a development area employing 500 men is immediately £75,000 a year better off than a similar yard in Humber-side. This is the sort of bonus now handed out to shipyards competing with us in areas like Aberdeen where the unemployment percentage is 1.5 per cent compared with 4.5 per cent in the Hull travel-work area.

Yet the whole idea behind REP was to create employment in a high unemployment area. Why then should Aberdeen, now basking in oil-rush wealth, continue to be the receiver of public money while we in this area who have a long record of sound management and high quality workmanship appear to be not worthy of equivalent treatment?

Being an intermediate area

we qualify for 20 per cent grant on new industrial buildings as do those in development areas but we are denied the 20 per cent grant on plant and machinery available in the latter areas. When measuring the disparity here it must be remembered that in the manufacturing industry the ratio of plant and machinery to buildings is in the order of 4:1. On this basis a new shipbuilding complex costing say £5m would qualify for a grant of £200,000 in Humber-side but in the development areas a similar scheme would qualify for a grant of £1m.

The contracts preference scheme is a particularly objectionable device whereby government departments, nationalized industries, and other public bodies place contracts in development areas in preference to the lesser-assisted areas. Furthermore, if the contractor in the development area is not competitive compared with a firm in a lesser-assisted area then the former is given the opportunity of tendering again for up to 25 per cent of the requirements. This is grossly unfair to the efficient firms outside the fully-assisted areas.

Successive governments have recognized that the shipbuilding industry is a special case for consideration. For example shipbuilders relief and the tapering grants scheme apply to all shipyards, no matter where they are situated.

A very significant change in government attitude towards shipbuilding occurred last year when it was recognized that a big increase in output per man

was a vital necessity and on that basis the Government would provide favourable loan terms for modernization schemes in the assisted areas without the usual qualification of providing more jobs. Thus, the fundamental reason for the regional system has been removed from shipbuilding and therefore it is wholly illogical and unreasonable to continue with the situation whereby shipyards are treated differently.

The craft of shipbuilding has survived in Humber-side for over 100 years. Today it represents a vigorous sector of the local industry with the international reputation as builders of fine ships. But we fear that unless we are given absolutely equal opportunities as our competitors in the fully-assisted areas we will not be able to finance the continual modernization of our shipyards, so that a process to our future well-being.

We therefore urge that immediate attention be paid to the local shipbuilding problem and that equality—that is all we ever ask for—is established by the following corrective action. The creation of a modernization fund for each yard equivalent to REP receipts had the yard been situated in a fully assisted area, extension to the local yards of the tapering grants scheme and machinery: abolition of the contracts preference scheme. Yours faithfully,

R. M. D. DUNSTON, Chairman, Richard Dunston (Hessle), Havelnorth, Hessle, Yorkshire.

Parochial thinking cramps industrial recovery

From Mr Michael Wand

Sir, I was surprised to read (*The Times*, October 7) of the West Midlands County Council's concern that "all types of investment in the west Midlands region exhibited a marked decline in the late sixties relative to other regions". This is exactly the sort of parochial thinking which is holding back industrial recovery in the depressed areas of Britain.

Since the introduction of industrial development restrictions in 1960, all but a handful of south-east and Midlands industrialists have been left with no option but to stagnate where they are, or expand in the areas

of opportunity—away from costly staff, dirty ports, noisy motorways, and airports; and with considerable grant assistance available.

With Britain's growing foreign exchange advantages the retention of these industrial control policies should soon bring a further benefit. Enough of our original and Victorian factory buildings and plant will have been preserved to make the west Midlands a major tourist attraction in its own right.

Yours faithfully, MICHAEL WAND, 32 Middleton Road, Brentwood, Essex.

Two aspects of the White Paper on pensions

From Mr G. D. Gwilt

Sir, Mr Liddington's letter (September 30) invites comment on the provision of state pensions.

There are two aspects of the White Paper "Better Pensions" which I think should be more widely realized. One is that present pensioners and those retiring within the next few years would receive little or no increase in their pensions in real terms. Two million pensioners would still have to rely on supplementary benefits for some time to come.

The second is that, when the scheme neared maturity at the turn of the century the extra annual amount of retirement pension, about £1,500 in today's terms, would be entirely earnings-related pension. This means that the lower paid, when

they retired, might still receive a pension which is below subsistence level. If instead the whole of the £1,500 were put to increasing the basic pension this could be raised to about 50 per cent of national average earnings (for a married couple) which is thought by many to be about subsistence level.

Is it not odd that a Labour Government should put forward a scheme which distributes more to the better off while still leaving substantial numbers below subsistence level?

Yours faithfully, G. D. GWILT, Standard Life Assurance Pensions Department, Elliott House, Hillside Crescent, Edinburgh, EH7 5EN, October 7.

What Germans pay for postage

From Professor Michael Balfour

Sir, A letter to Germany, if posted in Britain, requires a stamp for 5p. But if it is posted inside Germany, it requires a stamp for 50 pfennig, roughly 8½p.

What are the real costs of the two operations, and who is losing on the difference? Yours faithfully, MICHAEL BALFOUR, 15 Wainwright, Swain Lane, Burford, Oxon.

A Norwegian tonic for the North

With a courtesy that has become almost a national characteristic of Norwegians, Mr Jacob Aasen, chairman of the Export Council of Norway and commercial councillor at the Norwegian Embassy in London administered a shot in the arm to northern industrialists last week.

In the process of forecasting increased investment by Norway in the United Kingdom and future joint enterprises between companies on both sides of the North Sea, he debunked suggestions that Britain might be gasping her last on an economic deathbed, and pointed the way to a recovery that he said would surprise the world.

Mr Aasen's observations certainly made a pleasant change from the daily dose of liquidations, cash flow crises, freeze forecasts and general gloom from which the economic scene in Britain never seems complete. He was addressing exporters and importers at a conference sponsored by the Leeds Chamber of Commerce, the Export Council of Norway and the Importers Club (Norway) designed to promote increased trade between the two countries in both directions.

From the views expressed by various speakers at Leeds it is apparent that Norway is passing through a period of boom. Investment in high production is increasing and unemployment is down to an unprecedented 0.4 per cent. Taxation in Norway is in the process of being reduced, which can only mean that real income would be improved and the consumer markets as well as the industrial markets will be wide open for enterprising British exporters.

Industry in the regions

After hearing from one leading Yorkshire exporter that Norway was such a small market that he could not afford to spend even one day at the conference, Mr Aasen attempted to put the record straight. He pointed out that Norway was one of Britain's largest customers buying as much from Britain as Japan and as much as all the eastern block put together, including Russia. The total Scandinavian market, he said, was second only to that of the United States and imported more from the United Kingdom than France and Germany put together. The Norwegian market was still expanding and in the first six months of this year imports from the United Kingdom had increased by more than 30 per cent compared with the corresponding period last year.

Opportunities for northern industrialists to export to Norway were trumped home by Mr Rolf Wilhelmsson, managing director of ICI Norway. Although Norway is the fifth largest country in Europe it has the second lowest population at 3.9 million. The annual increase in gross national product is 5 per cent, second highest after Spain. Total exports and imports

account for 40 per cent of the gnp, an indication of the importance of foreign trade to the Norwegian economy.

Total imports into Norway from Britain in 1973 amounted to 4,089m kroner (about £14m) and Britain headed the import league. She shipped to fourth place in 1973 and in the first six months of this year has increased her share to 2,287m kroner, less than half the figure of Sweden who is now first, and a little over 1,000m kroner behind West Germany in second place.

One field in which great expectations are held in North Sea oil and associated activities. The Norwegians feel there is a wonderful opportunity to be taken advantage of in the form of joint ventures, licence agreements and sub-contracting. They even suggest that commercial and industrial progress may be fostered by Norway investing substantially in Britain.

A number of joint enterprises in this field have already been undertaken. Anglo-Norwegian consortiums have been formed for the ownership and operation of drilling rigs. Fred Olsen and the Aker shipbuilding group are establishing a yard for offshore structures in the Hebrides, and the British Mowlem company is to build Norwegian-designed production platforms in the United Kingdom.

Trade between Norway and Britain has been built up over generations. There is every reason to suggest that it should now stabilize and then increase. Exchange rates favour British exports to Norway and

Ronald Kenyon

Ego-states that can lead to smooth business relationships

Transactional analysis is a term which would probably be widely recognized and understood in the United States, but which is as yet not generally familiar in this country and which would almost certainly be totally misunderstood by anyone encountering it for the first time. But this situation is likely to change, and it has at least an outside chance of becoming the next vogue expression in management jargon.

Of itself transactional analysis has nothing specifically to do with management. The term does not relate to business deals, to buying and selling, to borrowing and lending, or to any of the situations which we would normally refer to as transactions. It

is in fact a system of psychology which can be used to facilitate good relationships between individuals.

It was developed by Dr Eric Berne, and popularized in his book *Games People Play*, and still further popularized in the United States by Dr Thomas A. Harris' *I'm OK—You're OK*.

It is based on the hypothesis that human behaviour is determined by three "ego-states" those of "parent", "child" and "adult"; that we all possess these ego-states, and at any given time will be acting under the impulse of one or other of them.

The theory is based on the assumption that from birth to death none of our experiences

is lost, but are stored, and remain stored with great precision in our brains. Even though the great majority of them will not be subject to normal circumstances to conscious recall, they influence our subsequent behaviour.

The "parent" ego-state acts under the influence of our experiences before the age of five, which, predominantly, means under the influence of our parents and immediate family. In mature life this tends to be reflected in authoritative behaviour, in our prejudices and so on.

The "child" ego-state covers feelings such as joy, anger, and responses such as spontaneity or creativity. Finally, the "adult" ego-state includes our

capacity to reason, to ask questions.

With little training it became possible to recognize under which ego-state a person is acting, and then to adjust one's own ego-state and so to respond in such a way as to have an effective "transaction" with the other person.

Given that business is based on relations or "transactions" between individuals, a simple method for influencing behaviour so as to maximize the smoothness of relationships would obviously be of great value. The proponents of transactional analysis hold that it provides just such a method. It is beginning to crop up as a subject for creativity, business, company, BIS-Deltak, is now

offering audio-visual training packages using transactional analysis aimed specifically at the work place. It is argued that it has applications wherever people have to deal with each other: in banks, shops, hotels.

BIS-Deltak are offering two courses one dealing with "customer contact" which has five modules, and takes all told 10-12 hours, and one on "management in the work place" which takes about 20 hours. There is no reason why the basic methods cannot be learnt in such courses. But what management will want to be sure of is that once having learnt these techniques the staff would then make use of them.

Rodney Cowton

Bantustan labour drive by mines

From Our Correspondent Johannesburg, Oct 13

A drive to recruit 50,000 black South Africans a year as mine labour is to be launched by the Chamber of Mines. It will be concentrated on the growing numbers of unemployed in the Bantustan homelands.

The drive, announced in Johannesburg this weekend, is designed to provide a buffer against the growing shortage and possible large-scale boycott of labour recruited in neighbouring black states. It comes on the eve of publication of reports of gold mines for the September quarter, which will show that many of them are subject to two-way pressure on earnings—higher costs and lower gold revenue.

Output has suffered in some mines as a direct result of the labour shortage. A total of 72.55 per cent of labour on the gold and platinum mines came from outside the country.

Last year the gold mining industry employed 344,370 foreign Africans. A total of 72.55 per cent of labour on the gold and platinum mines came from outside the country.

Dr Alex Boraine, part-time labour consultant to Anglo American Corporation, an AIP for the anti-apartheid Progressive Party, said this weekend that the labour position could get much worse.

The possibility that political action by Malawi and Mozambique could almost halve the mining industry's black labour force could not be ignored.

Details of the chamber's recruiting plan have still to be worked out. Mr Tony Fleischer, general manager designate, said the intention was not to "ease out" foreign labour.

"On the contrary, we shall take all the labour we can get," he said. The object of the drive would be to bring to the attention of unemployed blacks in South Africa's Bantustan homelands the level of wages that could be earned in mines.

Yorkshire development riding high

By Our Northern Industrial Correspondent

Amid all the gloom and stock market panic, Yorkshire and Humber's industrial performance is proving remarkably resilient, according to the Yorkshire and Humber Development Association. A recent survey revealed that inquiries for factory sites are increasing. Also three districts expect to announce a clutch of important projects before the end of the year.

Dr Iain Stewart, director of the association said no slump can be detected in applications to the Department of Industry for selected assistance under the factory Act. Between May and July nearly £2m was offered to 62 companies. Since the introduction of this form of incentive two years ago, there have been 250 offers worth £4m. The estimated new employment likely to result

within five years from this source is 16,000 jobs. There are now 125 applications for assistance under consideration, which could produce another 8,000 jobs.

In a digest produced by the association it is noted that the English Industrial Estates Corporation is happy to be embarrassed by the increased demand for its advance factories, and is pressing ahead with the inevitably slow business of securing sites.

In fact, work is about to begin on sites being acquired for factories at Normanton, Barnsley, Bridlington and Rotham. Thorn Electrical Industries are completing a deal for the purchase of 18 acres at Scunthorpe for its sub-assembly plant. Thorn Electrical Communications.

The site is not far from Immingham to which will come container ships from the associated Swedish factories of LM

Ericsson. The association says a substantial manufacturing plant is to be built, with initial development completed by autumn, 1975.

A small advance factory near the main site will handle recruitment and training with a view to starting production by January, 1975 of sub-assemblies for Ericsson's telephone exchange equipment.

By spring, 1975 training will start on final processing of other telecommunications systems usually imported for distribution in the United Kingdom by a Thorn-Ericsson subsidiary. The new plant will replace an existing factory at Rochester.

The Thorn-Ericsson sales subsidiary had orders in the private sector for 80 per cent of the £7m at the end of June. The new manufacturing unit will enable the company to compete more effectively in home and export markets.

Abu Dhabi participation oil pacts

Abu Dhabi, Oct 13.—Foreign partners in Abu Dhabi's two main oil-producing combines will buy back at a reduced figure of 93 per cent of the shares in the 80 per cent of the state's share of the output in the last quarter of this year.

Mr Mana al Otaiba, the United Arab Emirates Petroleum Minister, announced the figures after signing agreements last night with the Abu Dhabi Petroleum Co. and Abu Dhabi Marine Areas.

The amounts of participation crude to be brought back by the Government's partners in the combines are 360,000 barrels a day in Abu Dhabi Petroleum and 160,000 barrels in Abu Dhabi Marine Areas.

The other 20 per cent of Abu Dhabi's share of production from its 60 per cent holding in the two companies taken this year—will be marketed independently by the Abu Dhabi National Oil Co.

In the third quarter the "buy back" price was 94.8 per cent of the posted price. A similar reduction to 93 per cent was applied recently when Kuwait settled with its foreign partners arrangements for the quarter starting on October 1.

The foreign partners in Abu Dhabi Petroleum are British Petroleum, Royal/Dutch/Shell, Mobil, Exxon and the French CFP. Those in Abu Dhabi Marine Areas are Compagnie Francaise des Petroles, BP and the Overseas Petroleum Company of Japan.

Smelter project for Dunedin

Geneva, Oct 13.—Swiss Aluminium Ltd has confirmed that it is in the early stages of negotiations to build an aluminium smelting plant near Dunedin, New Zealand.

According to Wellington reports the proposed plant would be 50 per cent owned by the Swiss company, with the New Zealand Government taking up 25 per cent, and the remainder of the capital to be raised by public subscription. Capacity of the plant will be 100,000 tonnes a year.

Mr Eberle calls for economies as oil price curb

Mr William Eberle, executive director of the United States President's Council on International Economic Policy, said at the weekend that economic "belt-tightening" by the United States and Europe should eventually result in cuts in oil prices.

Speaking at the American Embassy in London, Mr Eberle said there was a need to reduce inflation by curbing imports. "Hopefully," he said, "as the demand decreases for the Organization of Petroleum Exporting Countries the traditional laws of supply and demand will apply."

"And hopefully some time in the future there will be a lowering of oil prices."

Mr Eberle said the oil question and a reduction of imports had arisen in discussions with British officials. But "we would not intend that Britain should cut back the productive capacity of her employment. What we are concentrating on is waste and excessive use of electricity, and where there could be cutbacks without hurting capacity."

Business appointments

Mr P C Boon promoted Hoover deputy chairman

In a group of board appointments announced by Hoover, Mr P. C. Boon, formerly managing director responsible for exports, has been named deputy chairman.

Mr C. A. P. Mabbott has been appointed managing director of Mardon Wrappings.

Mr F. B. Greenwood has become director of Brook Motors.

Mr David A. Brooks has been appointed company secretary of A. C. Nielsen Company in place of D. Donovan, who remains on the board as chairman.

Sir Geoffrey Kitchen has joined the board of private bankers Morris Wigman.

Mr D. S. Gallacher has become company secretary of Magnetic and Electrical Alloys.

Mr G. H. Birch has been made new developments and planning director of Easys, Lichfield, Staffs, a subsidiary company of Imperial Metal Industries. He will continue as assistant managing director.

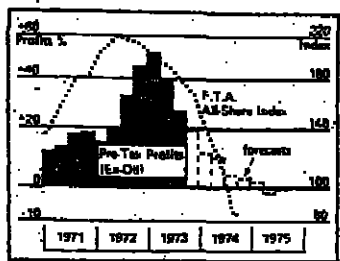
Mr M. J. Milner and Mr C. A. Kuttner have been re-elected chairman and deputy chairman of the British Chemical Engineering Contractors' Association.

Mr J. Rawicz-Szerbo has become a director of Grovewood Marine, Ltd. Mr A. Avelar has been appointed director of its associated company, The Vapor-matic Company, in place of Mr John Danny, who has resigned

BY THE FINANCIAL EDITOR

Equities: international and domestic provisos

Following an election campaign in which it seemed fashionable to come clean, or at least reasonably clean, about the kind of economic problems lying ahead, it is probably time that I brought my own skeletons out of the cupboard for a airing.



While this column's 1972-73 track record for market prediction was, by and large, nothing to be ashamed of, I admit that the current year has seen things a somewhat awry. True, a fall in the FT index to around 270 in the early months of the year was right in line with my New Year prediction. But the market's ear-piercing came later in suggesting selective purchases below 50.

Now, with the index nearly a quarter lower, prediction hardly looks very much easier. Certainly the election result in itself takes us no closer to seeing a ray of light at the end of the tunnel—though the fact that there is clearly no popular mandate for left-wing extremism in only be taken as an encouragement. What really matters is, first, that the Government really does have moderate enough to achieve consensus backing for its policies, second, that its policies retain the support of its overseas backers; and third, that both the national and international economic scenes show signs of shaping up favourably for the next six months or so—acting, as far as the market is concerned, as the Chancellor's vanguard.

To the optimist, in fact, it is not so much the election result that is drawing up a reasonably attractive scenario from this point onwards. It could be built upon a modest and carefully controlled inflation, relaxation of some of the government-enforced pressures on corporate profitability and productivity, the viability of the fiscal contract, clear signs that the rate of inflation was starting to fall (however slowly) and, finally, progressive steps to reduce the inflationary pressure on the international monetary front.

Understandably, this is hardly a kind of scenario that many managers are as yet prepared to put their faith in. Short term, barring any fresh fluctuations in the Middle East, I would be looking for a modest rise ahead of next month's index. Beyond that, I would prefer to reserve judgment.

nationalization precedents and respects

Meanwhile, as the last of the election results trickled in, today, two schools of thought are emerging in the City over the likely terms of compensation for shareholders in the event of their nationalization by the Government.

The more optimistic school leaves that the bulk of the terms will be in inverse proportion to the final size of Labour's Parliamentary side.

On the other hand, there is a school of thought that, given the current tightness in industry, nationalization may go hand in hand with a rescue operation in many cases. If so, attempts may be made to justify state take-overs at a discount and to fudge

the issue of whether government policies have brought about the need for a rescue.

No one believes that in the present political climate that nationalization terms will provide anything like the stock market bonanza that steel nationalization brought in 1967, even after the initial compensation provision had been revised downwards.

Then the formula for compensating holders of securities in the 15 private enterprise steel companies being nationalized was on the basis of the average Stock Exchange quotation over a 51-month period. Payment was in the form of a short-dated gilt. Even after the base date was changed to meet rank-and-file protests that the Cabinet's original terms were too generous, the final terms valued the industry at £20m more than the stock market did when they were announced.

However, the Labour Cabinet has changed since then and, not least in this context, by the inclusion of people like Mr Benn. So, no one is expecting that the British National Aerospace Corporation, the National Shipbuilding Corporation, the National Port Authority or the National Enterprise Board would be anything like so generous in compensating shareholders of companies they may ultimately bring into their fold.

One of the firms of City accountants involved in previous nationalization negotiations suspects that where the Government is asked to provide financial aid to ailing companies it may not only insist upon equity stakes but may also demand some writing down of the existing capital and assets, to the obvious detriment of the existing shareholders.

Presumably it would produce some sort of outcry, in which case the shareholders of Labour's overall majority might produce better terms. It might also allow moderates like Mr Harold Lever to implement his plan for medium term credits to industry and thus perhaps raise the value of existing equity holders' stakes again before they are bought out.

City opinion would certainly be opposed to any application of a straight earnings multiple based on current market levels in valuing target companies. The least they would look for is a combination of an earnings multiple and asset value, even if the argument that the Government should pay a premium like any other takeover bidder is unlikely to impress Whitehall.

There are certainly plenty of precedents for the Government to adopt a flexible formula. In the case of the coal mines, a global sum was fixed for the balance sheet total and a valuation of coal reserves. This sum was then apportioned between the geographical coalmining areas, and finally individual mines who retained accounts

to argue their case before special tribunals.

In the road haulage industry, a national profit per operating mile was fixed and the extent of that mileage was determined by an operator's licence. A multiple of these earnings, plus fleet valuations, were incorporated in company valuations. And even the steel industry formula was variable where special factors had depressed the base period share price. Whatever the final formulae adopted, current market value would clearly be anomalous, as evidenced by Vickers, to take just one example. The book value of its nationalization-prone shipbuilding and airframe interests is probably around £40m against a current market capitalization of £38m for the whole, including specialist engineering interests.

Scrip issues

Is there any point?

Having explained to shareholders that distributable profits were at a level at which it would be inappropriate to recommend a final dividend, Lord Merthyr Securities last week went on to explain to shareholders that instead they were to get a one-for-ten scrip issue. How satisfactory LMS thinks that is as an alternative to its shares at the moment is not clear, but according to a study of scrip issues prepared for the Research Committee of the Institute of Chartered Accountants, the practice of making such issues not only does shareholders no good but can be a positive burden upon them.

Its fundamental point is that scrip issues have no effect on share prices in either the short, medium or long term, and that since the cost of money is high, the cost of pre-tax profits in a survey of 35 companies—chiefly through stamp duty—they were a futile and wasteful exercise.

Certain points are conceded, however. Most companies question the value of scrip issues in making issues to bring the rate of earnings per share more closely into line with the return on capital and to improve the shares' marketability. Both of these objectives, the study admits, are achieved, but it questions whether the benefits improve neither earnings nor the share price, they are worth-while aims.

Some company chairmen like Sir Anthony Burney of Debenhams who believe that in a bid situation must share the risk and likely to display both greater inertia and greater loyalty than big shareholders, will argue that the widening of the share base is a worthwhile pursuit. There is, admittedly, no quantitative evidence to support this but the study does say that the number of shareholders registered with a company usually rises after a scrip issue.

However, if the argument is that by broadening the share base companies can take a more defensive position against the possibility of an aggressive bid, some shareholders may well feel that their own interests and those of the companies in which they invest may not always coincide.

Inevitably, during an election campaign, one succumbs to the fantasy that the result will somehow change things. Now, overcome with the realization that the old era has dawned again, the Government, the Chancellor of the Exchequer and the rest of us have no choice but to return to the economic crisis; and, in particular, what should be the shape of the November budget.

In retrospect, one thing did change during the course of the election campaign. The manifesto bravely declared that "... Labour doesn't go along with the prophets of doom and gloom". Yet in the course of the election, Mr Healey came as close as anyone to saying that he had been convinced of the need for a substantial reflationary budget and for rapid action to ease the liquidity crunch facing industry, when the main corporate tax harvest is gathered.

Indeed, surprising how long industry, commerce and the country's profession have taken to get really

worked up about the paper inflation of profits (and the taxes paid on them) by the process of inflation. Now there is a real head of steam behind the reform movement, but it is too late to do anything to help the problem of the next several months. There is only one way in which to help the majority of essentially sound concerns; that is effectively to abolish the main provisions of the price control code.

It was always said in those innocent days of the early 1970s that, while you could not introduce a wage freeze when inflation was running at 3 or 4 per cent, you could not introduce one when it was running at 8 or 9 per cent; because the arbitrary injustices would be socially and politically unacceptable. With inflation running at its present rate (pace Mr Healey closer to 20 per cent than 81 per cent), the same is true tenfold of price control.

So, some areas of the machinery of the Price Commission have been left high and dry. With gramophone records, for

example, market conditions have led to something close to a price cutting war. And much of non-food retailing is feeling the same draught.

But in other areas, the bureaucratic machinery of the Commission can only be increasingly out of touch with the real world. It is said that, in parts of the chemical industry, manufacturers have been able to put their prices up, because they could provide cost justifications, when in normal circumstances they would have been reluctant to make the case, the Price Commission (which some move on commercial grounds. In any now, conveniently forget was set in motion by the Heath government) represents a much more detailed and pervasive influence in the whole range of private sector industrial and commercial activity than anything adumbrated by Mr Benn.

Yet, if price control is to be relaxed, it must be made to fit into some sort of comprehensive framework of economic policy, to be expounded by the

Chancellor next month. Neither a re-reading of the Labour manifesto, nor recall of anything said by Mr Healey during the election, gives one an impression that this blue-print has been firmly sketched.

Higher prices would depress real demand, which might lead the Chancellor to conclude that he could ease other taxes or increase spending. But he has so far been firmly against "borrowing and printing hundreds of millions of pounds at home, fuelling the fires of inflation". The Heath government made the mistake of going for growth, with public spending and the money supply out of control, while attempting to hold inflation with the prices and incomes policy.

Mr Healey has between now and next month to make up his mind on how Labour will strike this tripartite balance. During the next few weeks, Business News will be looking in detail at some of the elements that he must be including in his calculations.

Hugh Stephenson

Crisis Budget time for Mr Healey

Uncertain programme

"Only two of my predecessors have come in person to call upon the Congress for a declaration of war. I shall not do that. But I say to you in all sincerity that inflation, our present public enemy will—unless it is whipped—destroy our country, our homes, our liberties, our property, and finally our nation's pride—as surely as any well-armed wartime enemy."

"There will be no sudden Pearl Harbor to shock us into unity and sacrifice. But we have had enough early warnings. The time to intercept is almost gone. My friends and former colleagues (of the Congress), will you enlist now? My friends and fellow Americans, will you enlist now?" ... President Ford addressing a joint session of the Congress on October 8.

The danger in this approach is that there is just no guarantee that the President's appeal will meet with the sort of overwhelming response needed to smash the current inflation psychology. His own standing in the country has been shaken by the pardon he granted Richard Nixon. With elections on November 5, it is also evident that the Democrats are out to make political capital from the economic crisis and will not respond to the call for a bi-partisan political approach.

The President's detailed programme has undermined the appeal for national support and unity, having given rise to some criticism that it does too little to alleviate the present hardship of those on low incomes, those unemployed and those facing unemployment. The programme has also disappointed many who expected firmer actions on the energy, prices and wages fronts.

In the event that the President's patriotic appeals will only a mild response then the short term impact of his programme on the economy will be negligible. Longer term much depends on what the Congress does with his proposals and what the numerous special councils appointed by the President actually do. Since taking office Mr Ford has created a Wages and Prices Council, a Productivity Council, an Economic Policy Board, a National Energy Board and a Labour Management Board.

The President advocated higher taxes to offset the costs of housing subsidies, works programmes, increased unemployment benefits and investment incentives. He hopes to

hold the current budget at \$300,000m, involving a deficit of no more than about \$5,000m. Leading Democrats, however, have already indicated that they want larger tax relief for low income groups, larger public works programmes and lower tax rises than the President proposed. If the Democrats change the Administration's proposals along these lines then the result can only be higher total spending and a substantial inflationary deficit.

The Federal Reserve Board has long demanded spending restraint on the part of the government in return for easing monetary policies. The Fed has eased somewhat recently, probably as a result of assurances by the President that the budget will be held in check.

Significant easing by the Fed, however, will to some extent be determined by the actions the Congress takes. The President's spending in the months ahead. It would be a mistake to expect the Fed to relax greatly for some time to come, despite substantial pressures from many congressmen, trade unions, depressed industries and economists.

Weak public responses to the President's calls, combined with slow Congressional action and restrictive Fed policies will almost certainly lead to a deepening of the recession.

For some theoretical economists higher unemployment may appear as a justified price for containing inflation. However, increased social tensions caused by increasing unemployment could produce far more radical rethinking of economic policies.

In some urban areas unemployment is already running between 10 per cent and 15 per cent. Nationally, unemployment among black people is almost double the average and among black teenagers it is around 30 per cent. The Federal Bureau of Investigation has already stated that crime is increasing because of economic hardship. There have recently been some race riots in Baltimore and Newark.

The warning given here recently by Mr Nathaniel Jones, of the National Association for the Advancement of Coloured People, should not be ignored. He told the President's summit conference on inflation that "unless the current job crisis facing blacks and minorities of this country is relieved, and dramatically relieved, the cities



President Ford: Patriotic appeals to fight inflation.

and states of this nation will experience unprecedented levels of racial and social tensions."

There is now a danger that developments will force the President to reflate strongly, while at the same time imposing tight controls on wages and prices. Social tensions could force the initiation of vast public works programmes that would totally disrupt the Administration's plans for balancing the budget. The Fed could be forced into easing policies greatly to stimulate a depressed economy, before there is evidence of inflation returning to tolerable levels.

In a nutshell there is the prospect of the United States sliding down into the sort of economic difficulties that presently confront Britain.

It would almost certainly have been safer and wiser for the President to have taken firmer action. The granting of some teeth to the wage and price council, if only the power to delay increases, would have been an improvement over just calling for voluntary restraint.

Proposing mandatory controls on fuel consumption, or curbing fuel demand through imposing some sort of tax, would have been more in tune with present realities than appealing to voluntary savings.

Proposing a series of specific administrative measures to lower prices by the government would have won bigger support and been more sensible than simply announcing that studies will be made to discover whether the hundreds of existing government price regulations, on such diverse products, as farm goods, interstate commerce and natural gas, can be abolished.

A larger public works programme that came into effect immediately would have been preferable to the system proposed, as well as providing more palatable for Democrats in Congress.

Mr Ford has presented a programme full of uncertainties, uncertainties over the willingness of people to heed the President's appeals, uncertainties over the development of prices, wages, unemployment, uncertainties over the future course of monetary policy.

The immediate outlook is one of rising unemployment and rising inflation. It must be hoped that serious social tensions are avoided and that President Ford does obtain the full measure of support from all that he is now appealing for.

Frank Vogl

Complicated problems of intervention in the drug industry

It has long been one of the shibboleths of the Labour left that drug industry profits are indefensibly high. The "gut-feeling" of the party against what it thought of as profiteering was enshrined in Labour's Programme 1973—the bedrock of the party's manifesto—which promised that the government would "insist on some element of public ownership (in the pharmaceutical industry) in the future".

There was some surprise, therefore—and not a little concealed nervousness—when drugs were conspicuous by their absence from the checklist of industries marked down for state intervention in Mr Benn's controversial White Paper, The Regeneration of British Industry.

With the Labour Government now back in power that nervousness will break out again.

What does the absence of the industry from the White Paper mean? It almost certainly does not mean that the issue has been dropped. A more realistic interpretation is that after many months of research the high level working group set up last January to study the industry has concluded that the practical problems of intervention are a good deal more complicated than was originally thought.

The commitment is still there. The tactics need a lot more discussion. The timescale is a political imponderable. It is instructive to try to trace the complexities involved in the issue. The drug industry is full of snares for the interventionist; traditional solutions just do not fit.

The essential fact to grasp is the international nature of the pharmaceutical industry. The drug industry is a quintessential example of multi-nationalism. In Britain two-thirds of the market for National Health Service medicines is controlled by foreign companies. Alongside the indigenous giants such as Beechams, Glaxo and Fisons are ranged the British subsidiaries or affiliates of such international groups as Merck, Roche and Ciba-Geigy.

This immediately raises virtually insuperable logistical problems for advocates of intervention on a broad front: it would be almost impossible to move in on foreign owned companies without some measure of backlash—withdrawal of capital from the United Kingdom or retribution in foreign countries against the British Government (in its guise as a buyer of medicines) or the foreign subsidiaries of British companies.

Such schemes could then be supplemented by other agencies for the control, for example, of efficacy.

In the last analysis it seems clear that even if the idea of public ownership, whole or partial, is rejected for practical reasons, the mood of the party is for far greater control over the industry.

Putting this into a financial and economic perspective, it is worth remembering that drug exports bring this country something over £220m a year.

If across-the-board intervention is not feasible a possible alternative is participation in the major British groups—a takeover in whole or in part of the pharmaceutical interests of, say, Beecham, Glaxo or ICI.

If the intention was to have a direct influence over the financing of drugs—recycling profits according to social and not simply commercial criteria, ensuring economy in the controversial and high spending area of promotion, directing research to the most cost-effective areas—then fairly substantial participation would be necessary and this could be enormously expensive.

There would also be the practical problem of separating the pharmaceutical interests of these companies from the rest of the group—how, for example, would centralized research facilities be replaced?

Even with control of the British companies, would the Government be achieving its social aims if it were unable to exert influence on that other part of the market dominated by foreign companies?

These are some of the difficulties and barriers which lie in the Government's way and they do seem to present some intractable problems. But it would be rash to assume that because of this the whole issue will be dropped.

The need for reform of the drug industry to make it more responsive to social needs is an idea deeply embedded in the party. The mistake drug companies may make is to assume that if perfect solutions are not available the Government may not opt for necessarily imperfect and partial solutions.

It could, for example, set up a wholly state-owned unit, or purchase an existing one, to produce generic drugs which would compete against branded products.

It might well feel that a limited stake in the major companies would, while not allowing it to exercise control directly, at least enable it to monitor from a clear vantage point the operations of those companies, which could then be subjected to control through national machinery, like the existing Voluntary Price Regulation Scheme.

Such schemes could then be supplemented by other agencies for the control, for example, of efficacy.

In the last analysis it seems clear that even if the idea of public ownership, whole or partial, is rejected for practical reasons, the mood of the party is for far greater control over the industry.

Malcolm Brown

Business Diary in Europe • Patron of the Patrons

CNPF, the French equivalent of the CBI, has a reputation for moderation. Willy, in spite of grumbling ruminations, it has loyally kept the economic policies of Giscard d'Estaing for the last 10 years. For it to raise, ever timidly, the standard revolt, as it did at Lille last week, is a deed of daring which it has surprised even its leaders.

The President of the CNPF—the Patron of the Patrons—as he is often called—M François Ceyrac, did mince his words. The war to the challenge of inflation can't be the work of a handful of specialists and technocrats. It calls for a reaction depth, affecting the behaviour of all of us. The challenge must be met in a climate of freedom, freedom to understand, freedom to trade. If we don't meet it, we will move rapidly towards protectionism and more State control. Twenty years of effort will be undermined," he

Ceyrac, an energetic 60, elected President of the CNPF in December, 1972 by a unanimous vote. The CNPF is the need for a "new" It chose a man who has stood for negotiation cooperation with the unions, such an extent that its members remarked: "for, the CNPF didn't do anything," As President of the al Committee of the trontat" he was a tower of strength at M Pompidou's side, ng the tough Grenelle negotiations with the unions. In 1968, But once in the of power, he had to trim sails to the wind, something which as an enthusiastic man, he is used to doing, carry along both the conservatives and the reformers in employers' organization.

It is ambitious, has always to lead Frenchmen to t he called "social unity". The unions respect as a man who has always a tough but fair, and acutely conscious of the fact that the enterprising, industrial ace had to get rid of



François Ceyrac: who did not mince his words.

the image of the traditional, paternalistic, right employer. It came more easily to him because he was never an employer himself, but spent his whole career on the staff, so to speak, starting in 1936 during the Popular Front, when he was secretary to the employers' delegation in the labour negotiations.

Looking for fish

While the ink is still wet on the British contract with Iceland over fishing within the controversial 50 mile limit, the Dutch are confronted with fundamental problems concerning the future of their fishing industry.

The Dutch have traditionally never fished far from home. The north of Scotland and the Irish coast have been the general limits. But now that the herring catches have been limited to a quota of 46,000 tons, less than the normal capacity of the Dutch herring fleet, the fishermen are having to look elsewhere.

Herring is the most important source of income for Dutch fishermen. They can switch to other fish, but know that these in turn will also be confined in the future to quotas. The only alternative for the 700 deep sea fishing vessels to

search outside the quota limits, which means staying away from home for longer.

The Dutch Ministry of Agriculture has been supporting experimental fishing expeditions this year to the Canary Islands area, this involves a 70-day expedition, which is much too long by Dutch standards.

Nevertheless, the ministry is planning to continue its guarantee for the experiment next year, but in the back of the ministerial mind there is a distinct possibility being considered that Holland will have to introduce a scheme to encourage the closure of non-profit-making sectors of the fishing industry, in which a total of some 9,000 jobs are involved.

Contender

Although Ralf Dahrendorf has physically left Brussels to take over as head of the London School of Economics, he remains a member of the European Community's Executive Commission until a successor is appointed.

In the meantime he is considered to be "on vacation" and his duties as Commissioner for Research, Science and Education, have been assumed temporarily by Antonio Spadolini, the idealistic if somewhat ineffective Italian member in charge of the EEC's budding industrial and technological policy.

This odd situation (Dahrendorf wanted to hand in his resignation from Brussels but was thwarted because this was legally impossible under the Community's rules) is the result of indecision in the ranks of the West German Free Democratic Party, of which he is a member.

A shortage of available talent willing to spend the next two years away from Bonn has been the main problem confronting the leadership of the FDP. Politicians like Rainer Barzel have turned the offer down because it would probably mean missing the next German elections due to be held in October 1975.

Nevertheless, there are now signs that Hans-Dietrich Genscher, the FDP Foreign Minister, is anxious to fill the Brussels post as quickly as pos-



Hans-Dietrich Genscher: anxious to find a successor to Ralf Dahrendorf.

sible. He has requested a meeting with Helmut Schmidt, the West German Chancellor, in the next few days to discuss possible successors.

There is growing speculation that in the absence of political backing, the job must go for professional diplomat. Hans Georg Sachs, a State Secretary in the Bonn Foreign Ministry and a former West German permanent representative to the EEC has been tipped as a possible contender.

Mercedes ploy

There are an awful lot of Mercedes Benz lorry specialists on Frankfurt to Heathrow aircraft these days. And there will be even more during the next three months. The West Germans are pulling out all the stops to increase their heavy lorry sales in Britain, and last week began flying in teams from their Stuttgart headquarters to reinforce the mixed Anglo-German staff at their Brentford, Middlesex, headquarters.

Gerd Hoffmann, managing director of Mercedes Benz UK, is also director of export sales for the Mercedes-Benz group, at least until next year, when he will drop that hat to concentrate on Britain. Meanwhile he is using members of his Stuttgart staff to do a bit of clever merchandising here.

Last week Hoffmann and three of his top executives from Brentford staged simultaneous meetings with dealers in

different parts of the country. They followed this by providing dealers with Stuttgart experts to accompany them on visits to haulage operators.

It is a ploy which Mercedes used to good effect earlier in the year to improve van sales. It seems the hauliers are flattered by "the man from the factory" approach, especially when the factory is in Germany.

And the sales teams have quite a pitch. Mercedes's huge holding depot at Wakefield, Yorkshire, is bulging with hundreds of heavy lorries ready for immediate delivery at a time when rival manufacturers are quoting several months delay.

But the punchline takes some beating. Next year Mercedes will introduce their New Generation lorries to Britain and they will cost a great deal more than the £10,500 quoted for the present 32 ton Artic. The new version sells for £16,000 in Germany.

Timber!

If you go down to the woods today... particularly to a French wood, the big surprise you're likely to find is Bill Dadds or one of his team scouting around on behalf of Matthews Wrightson Land.

Dadds is a director of L'Européenne Forestière, a new company Matthews Wrightson has established in Paris to promote investment in forests, something that the parent already does here in Britain.

The search for suitable stretches of French woodland has, among other places, taken L'Européenne to "somewhere near Toulouse," where Dadds and chairman Roger de Vernissey are hoping to make the first of a series of purchases that would secure about 10,000 acres of France for resale to investors and subsequent management by the new company.

Brian Malyon, chairman of Matthews Wrightson Land, chose a rather unusual occasion at which to introduce the formation of the new French company. This was at a lunch given for 30 West German foresters, all members of that country's professional foresters' association.

Parker Knoll Limited

Group Broadens Activities

12 months to 31st July	1974	1973	1972
	£'000	£'000	£'000
Group sales	9,708	8,188	6,445
Profit before tax	1,008	1,033	785
Profit after tax	531	570	477
Earnings per 25p share	11.8p	12.9p	10.8p
Net dividend payments per share	2.462p	2.450p	2.041p

Points made by the Chairman, Mr. C. H. Jourdan

- ★ Group further broadened by acquisition of carpet manufacturers.
- ★ Exports up at £924,668.
- ★ Record turnover and profit in Textiles Division.
- ★ Turnover of Furniture up by 11%: Textiles up by 18%: Carpets up by 28%.

Int Synthetic Rubber slumps

In 1973, the pre-tax results of International Synthetic Rubber slumped from a profit of £147,000 to a loss of £866,000. After tax of £207,000 (£150,000), there is a loss of £1,073,000 against a loss of a mere £13,000 in 1972.

The loss is attributable to fixed selling-price contracts, which terminated in December, 1973. In the general purpose rubber division, together with the "unprecedented increase" in the cost of oil-based raw materials.

I.S.R. was formed in 1956 by a consortium of tyre manufacturers—Dunlop, Goodyear, Firestone, Michelin, Agip, B.F. Goodrich, Pirelli, Uniroyal Ltd and B.T.R. Industries.

Citicorp's record nine months

Record net operating earnings for the first nine months of 1974

Results this week

TODAY: Final: Dow Jones & Industrials: 1,058.17. Cora, Dupont, IDC Group, J. P. Morgan, J. C. Penney, J. F. North, Reed Executive, Rockwell Group, Smith Barney, Standard & Poor's 500, Tricorona and UDS Group.

Weekly list of fixed interest stocks

Stock	Price	Yield	Dividend
Admiral 7% Deb	45.00	4.50	4.50
Admiral 8% Deb	45.00	4.50	4.50
Admiral 9% Deb	45.00	4.50	4.50
Admiral 10% Deb	45.00	4.50	4.50
Admiral 11% Deb	45.00	4.50	4.50
Admiral 12% Deb	45.00	4.50	4.50
Admiral 13% Deb	45.00	4.50	4.50
Admiral 14% Deb	45.00	4.50	4.50
Admiral 15% Deb	45.00	4.50	4.50
Admiral 16% Deb	45.00	4.50	4.50
Admiral 17% Deb	45.00	4.50	4.50
Admiral 18% Deb	45.00	4.50	4.50
Admiral 19% Deb	45.00	4.50	4.50
Admiral 20% Deb	45.00	4.50	4.50
Admiral 21% Deb	45.00	4.50	4.50
Admiral 22% Deb	45.00	4.50	4.50
Admiral 23% Deb	45.00	4.50	4.50
Admiral 24% Deb	45.00	4.50	4.50
Admiral 25% Deb	45.00	4.50	4.50
Admiral 26% Deb	45.00	4.50	4.50
Admiral 27% Deb	45.00	4.50	4.50
Admiral 28% Deb	45.00	4.50	4.50
Admiral 29% Deb	45.00	4.50	4.50
Admiral 30% Deb	45.00	4.50	4.50
Admiral 31% Deb	45.00	4.50	4.50
Admiral 32% Deb	45.00	4.50	4.50
Admiral 33% Deb	45.00	4.50	4.50
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Admiral 40% Deb	45.00	4.50	4.50
Admiral 41% Deb	45.00	4.50	4.50
Admiral 42% Deb	45.00	4.50	4.50
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Admiral 70% Deb	45.00	4.50	4.50
Admiral 71% Deb	45.00	4.50	4.50
Admiral 72% Deb	45.00	4.50	4.50
Admiral 73% Deb	45.00	4.50	4.50
Admiral 74% Deb	45.00	4.50	4.50
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Admiral 82% Deb	45.00	4.50	4.50
Admiral 83% Deb	45.00	4.50	4.50
Admiral 84% Deb	45.00	4.50	4.50
Admiral 85% Deb	45.00	4.50	4.50
Admiral 86% Deb	45.00	4.50	4.50
Admiral 87% Deb	45.00	4.50	4.50
Admiral 88% Deb	45.00	4.50	4.50
Admiral 89% Deb	45.00	4.50	4.50
Admiral 90% Deb	45.00	4.50	4.50
Admiral 91% Deb	45.00	4.50	4.50
Admiral 92% Deb	45.00	4.50	4.50
Admiral 93% Deb	45.00	4.50	4.50
Admiral 94% Deb	45.00	4.50	4.50
Admiral 95% Deb	45.00	4.50	4.50
Admiral 96% Deb	45.00	4.50	4.50
Admiral 97% Deb	45.00	4.50	4.50
Admiral 98% Deb	45.00	4.50	4.50
Admiral 99% Deb	45.00	4.50	4.50
Admiral 100% Deb	45.00	4.50	4.50

are reported by Citicorp of New York, with a 24 per cent rise to \$32.68m. On the basis of average shares outstanding, earnings per share increased by 20 per cent to \$1.9.

Interim omitted by Chas Hill

While a profit of £49,000 has been turned into a first-half loss of £147,000, the board of Charles Hill of Bristol is confident of a subsequent recovery.

The interim dividend, however, is being deferred until the end of the year. If things are brighter then, a final will be considered.

Goodwin earnings dip

Staffordshire-based engineers and iron and steel founders, R. Goodwin & Sons (Engineers), shows record profits and turnover in the year to April 30.

TOMORROW: Final: Bank Commercial, Courtenay, LEP

Group, and Utd Real Property Trust. Interim: Associated Biscuits, Balfour, Darwins, Buzell Pulp & Paper, Office & Electronic Machines, and Rediffusion Television.

WEDNESDAY: Final: Cradley Printing and Kaduna Syndicate

Interim: Ayrshire Metal Products, Wm Baird, British Home Stores, Duvalist, Erith, Greens Economiser, Highlands & Lowlands Rubber and Stylo Shoes.

but because of a higher tax charge earnings per share have been cut back. Taxable profits moved up from £202,000 to £217,000 on the back of turnover up from £1.9m to £2.2m.

Loss by Alex Stephen

A loss on the engineering side of £105,000 (£46,000 profit) brought an overall pre-tax deficit of £3,000 (£23,000 profit) for Alexander Stephen for the year ended March 31.

Portals' £2m plan

For an outlay of £2m Portals is planning to complete phase one of a big expansion of its plant for the production of security papers at Overton Mills, by mid-1976. The whole programme is to be phased over a number of years.

DAVENPORT KNITWEAR

£151,500.

THURSDAY: Final: Ben Bailey Construction, Duddle Steels

Harland & Wolff, Highland District, Simpson, J. C. Penney, W. Canning, Coates Brothers, Gerrard & National Discount, Harro Industries, Industrial & Commercial, F. J. C. Lilley and Sellacon.

FRIDAY: Final: Newman-Tonks and Paterson Zochonis

Interim: Austin Reed, R. & A. G. Crossland, E. Fogarty, Hawker Siddeley, Percy Lane, Geo. E. Sandeman and E. Upton.

Mining

Labour shortage hits quarterlies

Eagerly awaited, the September quarterlies were expected to provide a significant indication as to how the South African gold mines would fare with a lower gold price and labour shortages. But the first three groups to report, Gold Fields, Barlow Rand and Union Corporation, present a complex picture with wide variations between the three.

Gold Fields' results are considerably distorted by delays in receiving the premiums on September production, particularly so at Liberton, with milling down during the three months by 3 per cent, a sharp drop in grade, working profits from gold have slumped by 62 per cent with the average gold price receipts down 30 per cent.

The September working profits are as follows: —

Working profits R000's

Dept	Sept	June	Mar
Doornfontein	4,773	10,979	7,500
East Rand	10,747	12,758	9,965
Kloof	9,280	11,235	12,348
Liberton	12,514	8,113	7,124
Venterpost	2,984	4,753	3,403
Vlaakfontein	901	1,769	1,361
West Rand	40,352	56,115	43,968

Brokers' views

The City's mood of pessimism seems unchanged by the outcome of the General Election. Investment circulars are full of warnings of fresh dangers ahead and recommendations are classified as "defensive" or "hedge" situations.

In the latest of its Bear Market Briefs, Fielding Newman-Smith draws attention to what it regards as a long-term danger to the electrical industry. A Fielding's view is that the prospect of reduced economic growth in the United Kingdom could be highly troublesome for

the manufacturers of electricity generating and distribution equipment. The immediate outlook, Fielding predicts, is a longer period of thin order books—and adds for good measure that overseas markets are unlikely to utilize any spare United Kingdom capacity.

Shares in Inchcape have often proved a sensitive barometer against hard times in the United Kingdom and Duff Stoop Pim Vaughan regards them as a first-class hedge in the present situation.

Shares in Scottish Metropolitan Property are regarded by Bell, Lawrie, Robertson as "hold"—with any further re-rating dependent upon the possibility of a bid for the equity.

Working profits £000's

Dept	Sept	June	Mar
Barclay	4,587	5,200	4,708
Greenfield	1,864	2,178	1,783
Kilross	6,111	6,751	5,722
Leaside	2,926	3,971	3,506
Marlestone	1,960	2,700	2,875
St Helena	16,278	17,488	18,833
Winkles	8,508	9,208	8,275

Andrew Wilson

Euromarkets

Wary response to bond rally

The further fall in short-term interest rates last week, culminating in a drop of 1 to 1 1/2 per cent in Citibank's prime rate on Friday, again brought some strength in the short end of the bond market.

But, although prices have been firming for some three weeks now, dealers remain surprisingly cagey about the prospects. Issues of longer maturity are still generating little interest. And although short-term rates have eased appreciably, they have not come down to the point where long rates are proving attractive to investors.

Activity in the secondary market has been more brisk than for some of the summer but much of the dealing is still between the professional traders themselves. Retail demand in the straight bond market has been largely restricted to American investors buying a limited range of top quality American issues of short maturity.

European issues remain relatively flat, and in some areas it is becoming harder than ever to deal on the basis of firm rather than indicated prices.

Eurobond prices (yields and premiums)

First Chicago 1980	94 1/2
First 1981	80
First 1982	80
CATC 1987	80
CATC 1988	80
Guaranty 1987	79 1/2
Guaranty Regal 1987	79 1/2
Guaranty 1988	79 1/2
Hambros 1987	71
Hambros 1988	71
Hilltop 1987	58
Hilltop 1988	58
ICI 7 1/2 1993	Price
International 1981	63 1/2
Kleinwort 8 1/2 1987	61
Kleinwort 1988	61
Legal & Gen. Ass 7 1/2	61
Manchester 8 1/2 1981	61
Manx 1982	61
Metrolink 1988	61
Metrolink 1989	61
Nichols & Grandways 7 1/2	61
Nor 1987	72
Norfolk Board 8 1/2 1988	72
Norfolk Komm 7 1/2 1988	72
Norfolk 1988	72
N. A. Rockwell 8 1/2 1987	72
N. A. Rockwell 1988	72
Pacific 1987	80
Pacific 1988	80
Quadrant Hydro 8 1/2 1989	80
Quadrant Hydro 1988	80
1988	87 1/2
1989	87 1/2
1988	87 1/2
1988	87 1/2

**DRIVERS
JONAS**

Capitalization & week's change

(Current market price multiplied by the number of shares in issue for the stock quoted)

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[illegible]

Secretarial and General Appointments

GENERAL

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British Gas urgently needs an Editorial Assistant aged 23 upwards, to work on a number of publications.

The job involves gathering the basic information for news and feature articles for a range of publications, including internal magazines, recruitment material, brochures and general leaflets.

Administrative responsibilities include copy chasing, proof reading, liaison with artists, writers, printers, etc., and ensuring that all deadlines within the production schedule are met.

Preference will be given to applicants with some experience of similar work, although we are prepared to provide on-the-job training.

Fast, accurate typing is essential, and shorthand could be useful.

Usual large company benefits.

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ROYAL LANCASTER HOTEL

PERSONNEL MANAGER

requires an

ASSISTANT

A young lady, aged about 25, preferably with some training and also typing experience. Shorthand or speedwriting would be useful.

The prime responsibility of the successful applicant will be to set up and operate training schemes with the hotel. Salary negotiable. The Personnel Office works from 9.00-5.30, Monday to Friday. Contact Personnel, 262 6737.

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The college urgently requires four enthusiastic, energetic, and motivated clerks to work in a busy salaries and wages office. Knowledge of the computerised payroll system would be an advantage, but previous experience in a wages office is essential.

Salary according to age and experience, in the range of £1,700 to £2,200 p.a. plus benefits. Full-time, 9.00-5.30, Monday to Friday. Christmas and Easter. Short notice and references.

Your qualifications and experience to the Deputy Financial Secretary and Accounts, Imperial College of Science and Technology, South Kensington, London, W.8, or telephone 01-275 5111 ext. 234 for an appointment.

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Vacances: 4 semaines dès la première année.

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roadcasting

day for picking out individuals. Thus George Baker has a part in this week's Cars (BBC1 7.20) and Sid James leads the domestic comedy in Bless This House (TV 8.0). John-Boy of those Jefferson County Waltons will leave you with a lump in your throat if he doesn't make you sick (BBC2 8.10). More seriously there is Sir George Goddard on the NHS (BBC2 7.05). Good Afternoon, the matinee magazine, opens (ITV 2.30) to compete with a Myrna Loy film (BBC1 2.20) and there is early-evening focus on the Motor Show (ITV 6.15). —L.B.

C1

am, Schools. 10.45, You Me. 11.00, Schools. 12.15, Anno Domini. 12.55, News. 1.00, Pebble Mill. 1.45, Chigley. 2.30, 2.50, 3.00, 3.15, 3.30, 3.45, 3.55, 4.00, 4.15, 4.30, 4.45, 4.55, 5.00, 5.15, 5.30, 5.45, 5.55, 6.00, 6.15, 6.30, 6.45, 6.55, 7.00, 7.15, 7.30, 7.45, 7.55, 8.00, 8.15, 8.30, 8.45, 8.55, 9.00, 9.15, 9.30, 9.45, 9.55, 10.00, 10.15, 10.30, 10.45, 10.55, 11.00, 11.15, 11.30, 11.45, 11.55, 12.00, 12.15, 12.30, 12.45, 12.55, 1.00, 1.15, 1.30, 1.45, 1.55, 2.00, 2.15, 2.30, 2.45, 2.55, 3.00, 3.15, 3.30, 3.45, 3.55, 4.00, 4.15, 4.30, 4.45, 4.55, 5.00, 5.15, 5.30, 5.45, 5.55, 6.00, 6.15, 6.30, 6.45, 6.55, 7.00, 7.15, 7.30, 7.45, 7.55, 8.00, 8.15, 8.30, 8.45, 8.55, 9.00, 9.15, 9.30, 9.45, 9.55, 10.00, 10.15, 10.30, 10.45, 10.55, 11.00, 11.15, 11.30, 11.45, 11.55, 12.00, 12.15, 12.30, 12.45, 12.55, 1.00, 1.15, 1.30, 1.45, 1.55, 2.00, 2.15, 2.30, 2.45, 2.55, 3.00, 3.15, 3.30, 3.45, 3.55, 4.00, 4.15, 4.30, 4.45, 4.55, 5.00, 5.15, 5.30, 5.45, 5.55, 6.00, 6.15, 6.30, 6.45, 6.55, 7.00, 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